

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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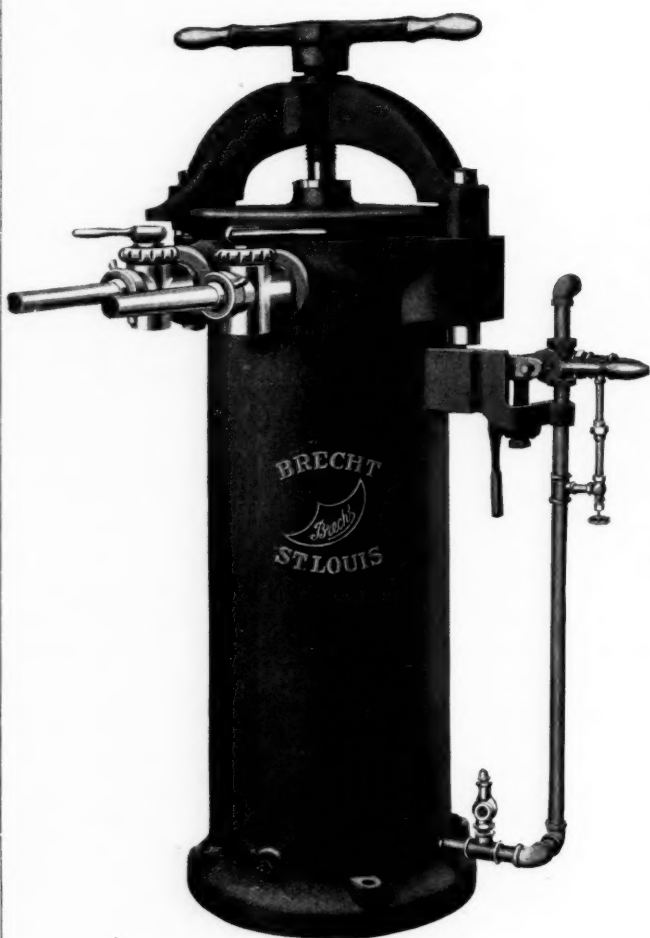
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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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No. 11.

What's the Matter with the Packing Business?

**An Outspoken Texas Packer Says It's Unintelligent Sales Methods—
A Complete Reversal of the Fundamental Principles of
Intelligent Merchandising—Foreign Markets Also Are Overloaded**

Packers refuse to drop the discussion on "What's the Matter with the Packing Business?"

It has been running in the columns of THE NATIONAL PROVISIONER for six months, and is still "going strong." THE NATIONAL PROVISIONER has received more communications than it finds it possible to print.

The discussion veers strongly in the direction of criticism of packers' sales methods. In THE NATIONAL PROVISIONER of February 10th an Eastern packer politely contrasted sales methods of big and small packers, and defended certain sales policies of each on grounds of expediency.

A Texas packer now comes forward—with typical Texas candor—and tells both small and large packers that unintelligent sales methods are the cause of the trouble. He says those who practice these methods have reversed the fundamental principles of successful merchandising.

"Buy right and sell right," was the policy urged by a Chicago packer executive in one of these discussions. According to this Texas critic the policy seems to have been to "Buy wrong and sell wrong."

Sales Managers on the Grill.

He talks painfully plain English. He says sales managers, in the eternal drive for "volume," permit their competitors to make their selling prices, just as the same packer's buying policy has allowed his competitor or the shipper to make the purchase price of his raw material.

Trade territories are wrongly selected, and cut-throat competition resorted to to get tonnage. This drives product from place to place in search of a market, the net result being grief and loss to all competitors, and advantage only in revenue to railroads and salaries to more salesmen.

After "butting in" to an already oversupplied market, this sort of sales policy shows a paper average and a penalized profit which is unfair both to the packer and his product.

It is suggested that the packer devote his effort for "volume" to logical and profitable markets, and that his salesmen be taught to price their product on a basis of seasonal and sectional demand.

As a final shot this Texas ranger tells such packers that they "buy hogs on heavy runs like drunken sailors at the high prices your competitor makes you

pay." And why? "So you can have fresh cuts to sell at a loss, and curing product to inventory for subsequent demand at lower prices!"

That's how he figures they reverse the fundamental principles of successful merchandising.

An Echo on the Export Side.

While domestic sales methods are being "lambasted" by this Texan, along come reports from abroad that American packers—both big and little—are flooding the British market with consignment goods.

It is a known fact that Danish bacon supplies are heavier than for years, not to mention Irish, Scandinavian and other competition. Yet on March 2 reports showed close to 100,000 boxes of American bacon on the British market, a result of this policy of heavy winter consignments.

Packer opinion, both abroad and at home, is that this consignment policy is ruinous to profits, and that the c. i. f. or direct sales method is much safer. This is indicated in a letter which comes to THE NATIONAL PROVISIONER from an export authority, and which is published here as a pertinent feature of this discussion on "What's the Matter with the Packing Business?"

Domestic and Export Sales Policies Criticized

Sales Methods Analyzed

Editor The National Provisioner:

"What's the matter with the packing business?" could be curtly but definitely said to be—

Unintelligent sales methods; and apparent efforts towards complete reversal of the fundamental principles of intelligent and successful merchandising.

Which is an accurate description of the modus operandi of the so-called small packers. It is unwise and generally un-

profitable, of course, but nevertheless analogous to that of the larger packers.

There seems to be a disposition on the part of every individual packer to console himself with the false idea that his own house is in order, and that he is not responsible for the unfortunate condition affecting his business and his profits.

Check up, gentlemen, and see for yourselves if the above answer is not only applicable to the industry as a whole but is a true indictment of your individual methods and practices, because:

Sales Methods Criticized.

(1) Your sales managers and salesmen are being forced to drive for volume to enable your production department to maintain maximum payrolls;

(2) Your sales managers, in their efforts to make quick turnovers of your production to give your plant department available storage and handling space for more production, and to give your buyers money for more purchases of livestock, are actually permitting your competitors—and even small buyers—to make your selling

prices on the product of livestock on which your buyers had already permitted the shipper or a competitor to make your purchase price;

(3) Your sales managers are not using ordinary business intelligence in selecting—on the basis of selling costs, population and established competition—the trade territories in which to maintain this distribution;

Cut-Throat Competition.

(4) Your sales managers, car route salesmen and branch house managers try to appropriate to themselves a tonnage inequitable and undeserved on the basis of consuming population, and more advantageously established local competition is forced to a certain extent to meet your prices in the local territory and make up the loss in tonnage by in turn shipping their resultant surplus to other consuming centers, thereby losing in freight and selling costs what should be their profits on local business, and adding to your grief and losses in some other section.

In the final analysis, this ridiculous cut-throat competition furnishes revenue for railroads and employment for more salesmen, but additional losses for all the packers.

(5) Your sales managers are not fair to you and your product. After they have by price-cutting succeeded in entering one of these already over-supplied markets, they continue selling your product on a basis of price only.

A Penalized Profit.

They show you a paper average of selling prices which under a careful analysis will reveal that your only fair profit, made in natural trade territories, is penalized with the losses incident to cheap prices on volume secured in the unnatural trade territories where you operated under the disadvantages of shipping and distributing expense and local or other competition more advantageously situated.

If your car route or branch house salesman cannot convince the consumer that your product is worth more than that produced locally, and in quantities sufficient to supply the demand, he has to resort to price-cutting, with its resultant specific losses to you and the added competition you invite to other sections by forcing already established business to find an outlet for their surplus.

It would appear more intelligent to devote your efforts at volume to those markets where size of the consuming population and scarcity of nearby production, and your own shipping and distributing costs, afford opportunities of distributing your production more advantageously.

(6) Your sales managers or car route managers and branch house managers exert no intelligent or loyal effort to price your product on a basis of seasonal or sectional demand.

They show no indication of understanding why a pork loin in Texas, during a rare cold spell and good demand, should bring a better price than when the weather is hot, and the loin has to go to the freezer to be shipped to a better market. They seem content to apply the Chicago price basis, so long as Chicago is asking lower

than local conditions warrant. But when local markets happen to be lower the Chicago basis then does not count for anything.

What Salesmen Don't Know.

They do not seem to realize that there is sometimes an opportunity of letting the law of supply and demand work naturally.

They do not seem to know that the majority of consumers eat more fresh pork during the winter season, and that that is the time to move it and at least get cost out of it; that summer and fall is when people eat more cured meats and production is at low ebb.

Witness the wild scramble during the recent heavy seasonal demand to sell fresh pork cuts at beat-the-other-fellow's prices; and sell bellies and hams to the cellar at such inventory prices as might enable you to imagine or hope for a break-even against your hog costs.

And later on, when the natural demand comes in from the South for bellies, it is expected that you will run true to form by ceasing your price-cutting efforts on non-seasonal product, and pursue the course of least resistance by going to the freezer with fresh cutting at high inventory prices, and filling urgent orders for bellies and hams, but at gradually reduced prices in the fear that some competitor will cut the price before you do and do a little more volume within a given time.

Buy Wrong and Sell Wrong.

(7) You buy hogs on heavy runs like drunken sailors at the high prices your competitor makes you pay, so you can have fresh cuts to sell at a loss, and curing product to inventory for subsequent demand at lower prices.

And thus you reverse the fundamental principle of successful merchandising, which contemplated purchase during seasons of heavy production at lower prices, and sale during seasons of natural demand at higher prices.

A TEXAS PACKER.

Overloading British Market

Editor The National Provisioner:

In your discussion on "What's the Matter with the Packing Business?" it occurs to me that reference to the export situation at this time would not be out of place.

British markets are being flooded with American meats on consignment, which are sold at a heavy loss to their owners and with decidedly little credit to the good name of American products.

Everybody knows that Danish bacon is favored by British buyers. Danish hog killings are heavier than ever, and inside information is that by next fall Danish kill for British account will be increased fully 50 per cent.

Yet in the face of these known conditions American packers persist in forcing large quantities of American goods on the British market on consignment. This is nothing new, however.

Heavy Consignments of Meats.

Every winter from December through to March American packers have been in the habit of shipping altogether too much to the English market on consignment. The

consequence is that every year about the first of March the English market declines and great losses are sustained.

As a result of this policy of heavy winter consignments, on March 2, 1923, there were on hand in Liverpool about 60,000 boxes of American goods which were declared, and probably about 15,000 boxes undeclared, making a total of about 75,000 boxes at that market shipped by American packers. And, besides, at Newcastle there were 10,000 boxes, at Bristol about 4,000 boxes, and at London possibly 5,000 boxes.

This sort of policy will mean disaster through losses every year. The market in England cannot stand such overloading. The natural thing always happens. Prices are found to go below cost, and the goods have to be disposed of for anything they will bring.

Advice That Saved Money.

One packer representative that I know of this fall cabled to his connections in the United States to this effect: "Ship nothing to England." The rightness of this point of view was shown by the fact that packers who followed his advice escaped the large losses incurred by others.

Further, though this unthinking overloading of the English market goes on mostly from December to March, it is likely to happen at any time. This means that there must be more careful study of the market before shipment.

The remedy for this situation is this: Ship more c. i. f. and less on consignment. Until packers learn this lesson they will continue to wonder why their export business is so unprofitable.

Yours truly,

A FOREIGN TRADER.

PORK EXPORTS DECREASE IN 1922.

Exports of pork and pork products from the United States were less in 1922 than in 1921, according to reports of the United States Department of Agriculture. This decrease was due to smaller shipments of bacon and lard. Exports of bacon amounted to but 170,919 short tons, compared with 207,678 tons during 1921. Lard exports amounted to 383,475 tons, compared with 434,447 tons. Exports of hams and shoulders, however, increased, totaling 144,807 tons, compared with 116,162 tons in 1921, and exports of pickled pork amounted to 19,314 tons, compared with 16,421 tons during the previous year.

AUSTRALIAN LIVESTOCK SLAUGHTER

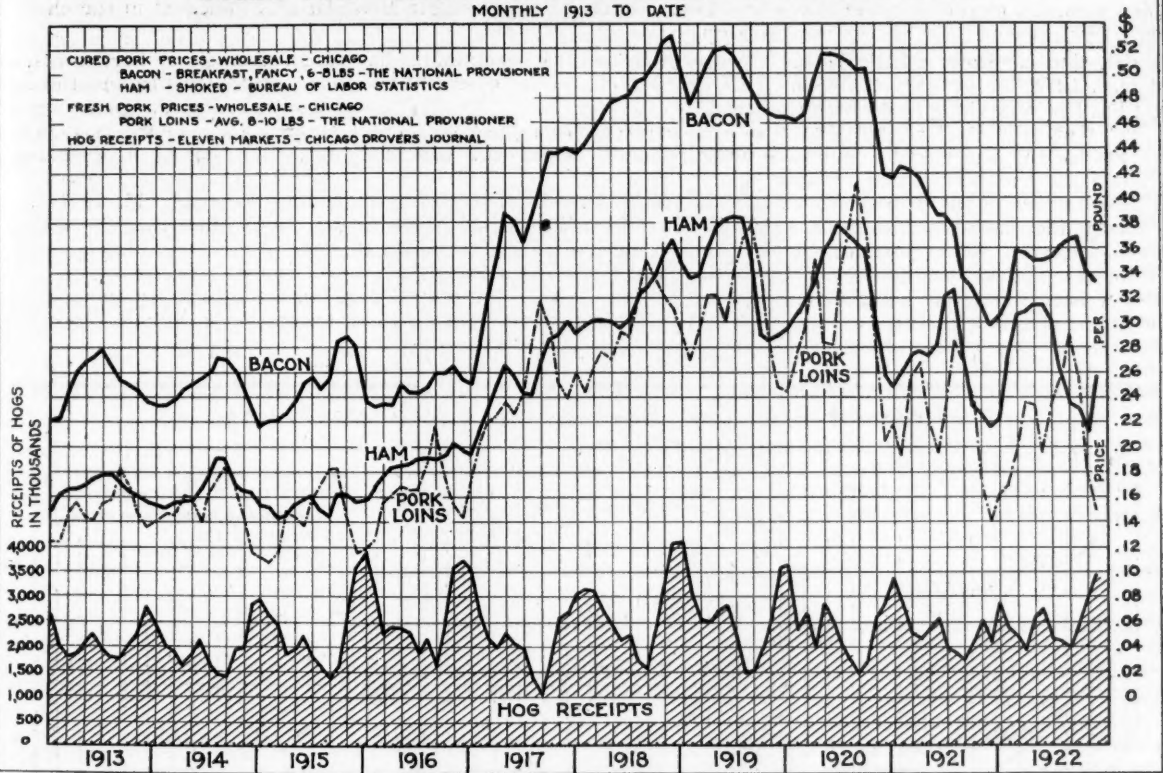
The total slaughter of livestock in Australia for the year ending June 30, 1922, was 10 million sheep and 2,400 lambs, and the exports for the same year were 900,000 sheep and 1,340,000 lambs. Exports for the period June, 1922, to February, 1923, were 1,600,000 sheep and 2,440,000 lambs. It is said the future outlook is wholly dependent upon the British demand.

INCREASE IN DANISH PIGS.

Denmark is at present shipping to England about 50,000 to 60,000 pigs weekly. But the increase in the pig production has been so great this year that it is expected that by the fall there will be about 70,000 to 80,000 pigs shipped weekly to Great Britain.

CURED AND FRESH PORK PRICES AND HOG RECEIPTS

MONTHLY 1913 TO DATE



Courtesy Commercial Research Department, Swift and Company.

A chart which appeared in THE NATIONAL PROVISIONER on December 16, 1922, pointed out that the sensitive relation between hog receipts and pork loin prices was due chiefly to the fact that pork loins are perishable and should be sold promptly. In contrast to this condition, hams and bacon are preferred by most consumers after they have gone through a process of cure, ordinarily requiring from 30 to 90 days. (Hams may be sold either fresh, cured, smoked, or cooked.) The practice of curing a large percentage of the ham and bacon production has an interesting influence on the merchandising of these products, the price at which they sell, and the resultant effect on prices of hogs. This study aims to point out the most important of these effects.

The chart shows curves of hog receipts, pork loin prices, ham prices, and bacon prices, monthly from 1913 to 1922 inclusive. Interesting facts are revealed by a study of these price curves.

Ham, bacon, and pork loin prices followed each other in a general way. This indicates that there has been no decided, permanent change in the relative demand for these different products. In contrast to this condition, the prices of dry salt fat backs and barreled pork have in recent years shown pronounced declines as compared with other cuts. Many people who formerly were content with salt pork now want ham and bacon.

Although the prices of loins, hams, and bacon fluctuated with respect to each other, there is an obvious tendency for them to return to a normal, or usual, relationship to each other. The chart shows that bacon prices were very high in 1918

and 1919 as a result of war demands, but dropped again in 1920 and continued to decline during the winter of 1921, while ham prices showed a slight seasonal advance. Ham prices last summer were exceptionally high as compared with bacon and pork loin prices. This unusual condition of ham prices was followed by a sudden drop, which restored them more nearly to the usual relationship.

Although bacon and ham prices ascended and descended with the major movements in pork loin prices, it is quickly apparent that they fluctuated much less sharply than pork loin prices. Also they were much less affected by changes in hog receipts than is the case with pork loin prices.

A study of storage stocks shows that

Your Labor Costs!

Have you ever figured them down to a point where you know "where you are at?"

Have you ever attempted to study them with a view to saving money—not by "cheese-paring," or "cutting wages" (and causing labor trouble)—but by an intelligent study of the way in which the wages you pay may be made to get the most both for you and your employee?

Further discussion of this subject of Time Study of Labor Costs will appear in the pages of THE NATIONAL PROVISIONER. It will be worth your while to watch for it.

hams and bacon are accumulated faster than they are sold during periods of heavy hog marketings. The reverse is true during the season when the receipts of hogs are light. During the summer months, when production is light, the demand for cured pork products (especially hams), as measured by sales, is much heavier than at other seasons of the year. This further emphasizes the importance of curing and storing as an adjuster of supply to consumptive demand. It is obvious that curing adjusts sales of provisions to consumer demand and therefore acts as a stabilizer for ham, bacon, and hog prices. This statement is verified by the fact that hog prices correspond very closely to the average price of all pork products, a relationship that will be explained more fully in a later study.

Summarizing, we find that conditions governing production of hogs, result in the bulk of the year's hog supply being marketed between November and July. The demand for cured pork products is heaviest from July to November. The existence of these conditions makes curing a valuable factor in the adjustment of the supply of pork products and the stabilization of both hog and pork prices. In other words, hog prices do not fluctuate as much as they would if all pork products had to be sold fresh, and the prospective demand for cured products tends to keep up hog prices during the heavy marketing in winter months.

What losses occur through careless cutting of the hog carcass and how can they be avoided? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

February-March By-Product Prices Continue on Up-Grade

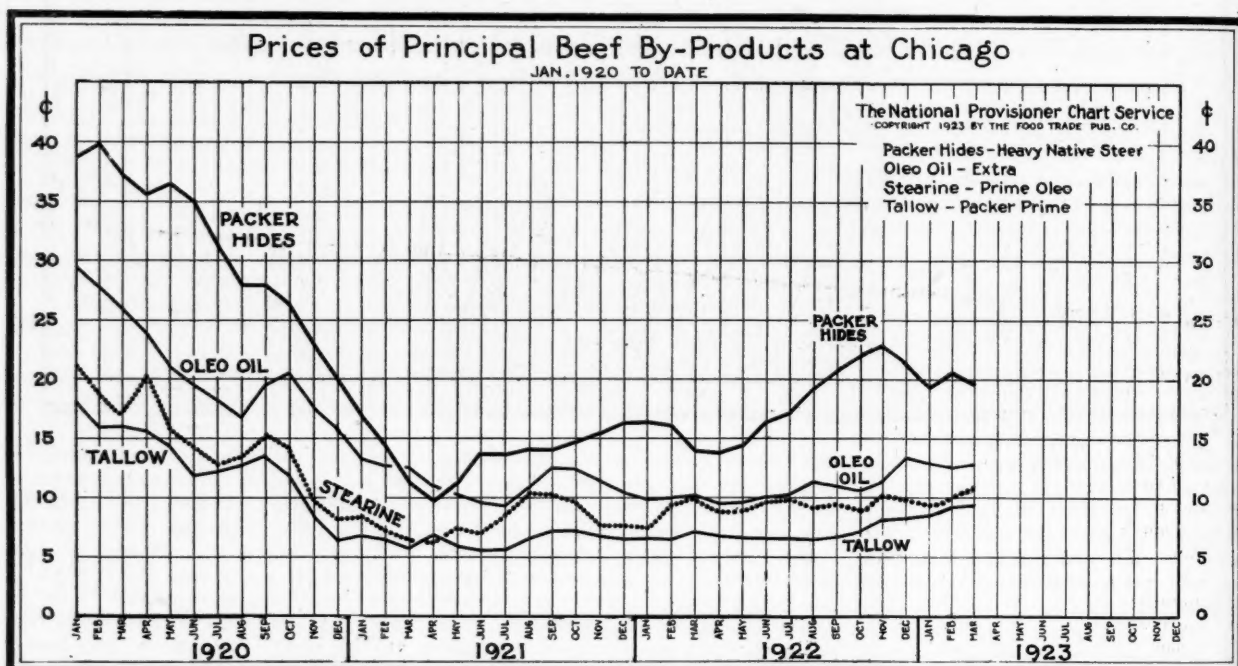
Oleo stearine, oleo oil, and tallow prices have continued on the upgrade which was indicated in the chart last month. This present chart shows the price up to March 15, 1923.

Extra oleo oil shows a little better average price for the past month, having an average of 12.77 cents, compared with 12.68 for January, 1923, and 12.50 for March, 1922. There has been a better demand and the export market has had something to do with the trend.

Oleo stearine is also up in price from an even 10.00 cents for the month from January 15 to February 15, 1923, to 10.63 cents for the past month. The Eastern compound business has increased a bit. Lard has been advancing and the result has been a sympathetic rise in oleo stearine.

Tallow has increased in price from 9.12 cents as an average for the month ending February 15, 1923, to 9.25 cents for the month ending March 15, 1923. This rise in tallow prices is due largely to the fact that the soap business itself is better. There seems to be more soap being used, with the result that the price of soap has gone up recently for many makes and grades. The export business is also a factor.

Heavy native steer hides have continued on the same level for the most part but are a little below the average for the previous month, February being next to March the poorest month for hide business. It is likely however that trading will develop higher prices in the near future.



By-Product Prices Compared to Pre-War Average

Showing percentage of prices for March, 1923, 1922, 1921 and 1920, to the average of March during the six years, 1909-1914.

EXTRA OLEO OIL.	
Per cent of 1909-14 av.	
March, 1923.....	112.02
March, 1922.....	89.05
March, 1921.....	110.5
March, 1920.....	229.8
March, av. 1909-14.100	

PRIME OLEO STEARINE.	
March, 1923.....	92.11
March, 1922.....	86.8
March, 1921.....	57.45
March, 1920.....	149.5
March, av. 1909-14.100	

PACKERS' PRIME TALLOW.	
March, 1923.....	134.83
March, 1922.....	104
March, 1921.....	84.7
March, 1920.....	234.1
March, av. 1909-14.100	

HEAVY NATIVE STEER HIDES.	
March, 1923.....	128.2
March, 1922.....	90
March, 1921.....	75.1
March, 1920.....	241.2
March, av. 1909-14.100	

BY-PRODUCT PRICES AT CHICAGO.
The prices of principal beef by-products at Chicago on which THE NATIONAL PROVISIONER'S chart is based follow:

	PACKER HIDES. Heavy native, steer. cts. per pound.	OLEO OIL. Extra. cts. per pound.	TALLOW. Prime packers. cts. per pound.	STEARINE. Prime oleo. cts. per pound.
1920—				
Jan.	38.85	29.35	17.98	21.18
Feb.	39.75	27.88	16.03	18.75
March	37.27	26.00	16.06	17.25
April	35.60	23.90	15.73	20.28
May	36.50	21.00	14.09	15.88
June	35.00	19.63	12.03	14.31
July	31.40	18.15	12.20	12.93
Aug.	28.00	16.83	12.75	13.69
Sept.	28.00	19.50	13.41	15.22
Oct.	26.50	20.50	12.00	14.22
Nov.	23.00	17.75	8.69	9.91
Dec.	20.00	15.98	6.58	8.13
1921—				
Jan.	17.00	13.25	6.75	8.47
Feb.	14.50	12.88	6.50	7.38
March	11.60	12.50	5.81	6.63
April	9.88	11.03	6.97	6.38
May	11.38	10.22	6.00	7.56
June	13.80	9.69	5.50	7.13
July	15.75	9.33	5.58	8.65
Aug.	14.00	11.00	6.61	10.63
Sept.	14.00	12.68	7.28	10.35
Oct.	14.75	12.53	7.25	9.75
Nov.	15.56	11.50	6.87	7.75
Dec.	16.40	10.38	6.58	7.78
1922—				
Jan.	16.50	9.97	6.56	7.69
Feb.	16.25	10.00	6.56	9.87
March	13.90	10.13	7.13	10.03
April	13.50	9.50	6.87	8.88
May	14.25	9.63	6.69	8.38
June	16.60	10.03	6.63	9.60
July	17.73	10.20	6.62	9.90
Aug.	19.22	11.31	6.65	9.25
Sept.	20.50	11.10	6.87	9.53
Oct.	22.28	10.64	7.06	8.92
Nov.	22.95	11.20	8.03	10.03
Dec.	21.25	13.18	8.14	9.97
1923—				
Jan.	19.81	13.01	8.02	9.50
Feb.	20.25	12.68	9.12	10.00
Mar.	19.90	12.77	9.25	10.63

Mayer Explains Pork Packing Operations

Packing Industry Lectures—No. 5

Pork packing was cited as uniquely an American industry—a product of American brains and energy, built without any precedent from Europe, by Oscar G. Mayer of Chicago, who addressed more than 800 employees of Chicago packing plants at Mandel Hall, University of Chicago, Tuesday evening. "Packing-House Operations; Pork and Its Products," was the subject discussed.

Mr. Mayer is chairman of the Committee on Educational Plans of the Institute of American Meat Packers. The occasion was that of the fifth of a series of eight lectures on the packing industry that is being held under the joint auspices of the Plan Commission of the Institute of American Meat Packers and the School of Commerce Administration, University of Chicago.

Service of Pork Packers.

"The American pork packer has rendered a service that the public is beginning to recognize," declared Mr. Mayer. "He has built the vast organization and supplied a marvelous and original technique by which these highly perishable products are distributed in fabulous volume over land and sea, through all climates, into every corner of the globe.

"Packing is simply a phase of American agriculture. The packer is the farmers' holding company and fiscal agent. Standing side by side, these two have carried American agriculture to a supremacy attained in no other country. For the risks he has taken and services he has rendered, the packer has claimed a profit which for the last twenty-five years has averaged but 2½ cents on each dollar of sales, a fraction of a cent per pound, or about a nickel a week for each family residing in the United States.

"It was said of a certain Scotchman, that when he opened his purse a moth flew out. The packers have never been guilty of this offense against the agricultural community of this country. They have made the American hog as negotiable as a Liberty Bond. They have always recognized it as their duty to take over, regardless of the unknown future, all the hogs offered daily in the country's markets, because once off the farm, the hog becomes a highly perishable commodity. All too often they had to continue to take over more hogs than they could market at a profit.

Packing a Succession of Crises.

"Perishability, notably in its raw material but also in a large part of the finished product, is what makes the packing industry differ from the great range of manufacturing industries. A baker has a very perishable finished product, but a non-perishable raw material; the canner a perishable raw material but a very stable finished product.

"Most industries enjoy the luxury of having both their raw material and their finished products non-perishable, which allows them to do business with calmness and deliberation. They buy when they please and do not have to consider the million farmers who supply the packers with their raw material; they do not need to produce more merchandise than they think they can sell at a profit; they can arrange production schedules and sales campaigns and quotas, and their principals can take an occasional vacation.

"And this all revolves around the cardinal

fact that they are not confronted, as is the packing business, with the bugbear of perishability. As Dr. Weld in a previous lecture put it better than I have ever heard it before, the packing business must be managed from hour to hour, and is in reality a succession of crises, requiring



OSCAR G. MAYER.

continual executive attention and alertness. It contains an inherent element of caprice and speculation which cannot be avoided by even the most conservative of packers."

Eulogy of the Hog.

The hog was eulogized by Mr. Mayer as "really a fine fellow, not merely from a cold economic standpoint, but as a personality.

"Though calmly independent," the speaker continued, "he is always approachable; he does not curry favor, he is never forward—he lives and lets live. He is thrifty, but believes there is a time for rest and leisure. Democratic in his tastes and instincts he would be a Liberal in politics. He accepts man as his friend and equal, and unlike some higher species, who often show a prejudice against paying their



DR. W. E. HOTCHKISS,
Director, Bureau of Industrial Education,
Institute of American Meat Packers.

debts, he believes in repaying with abundant interest the food which has been loaned him—truly a great magnanimous fellow."

Motion pictures, illustrating the romance of the pork packing industry from the great producing centers of the country until the product reaches the breakfast tables in the homes of America and other countries, were shown in conjunction with the lecture.

PACKERS' INDUSTRIAL EDUCATION.

Dr. Willard Eugene Hotchkiss, distinguished American educator, former dean of Northwestern University School of Commerce, has been appointed Director of the Bureau of Industrial Education of the Institute of American Meat Packers. Announcement to that effect was made this week by Charles E. Herrick, President of the Institute.

Many distinctive achievements in American education stand to the credit of Dr. Hotchkiss. He set in motion the co-operation between Northwestern University and the Chicago Association of Commerce and other business groups that resulted in founding the Northwestern University School of Commerce. As first dean of the school he laid the educational foundations upon which the subsequent development of the school has taken place.

The School of Business of the University of Minnesota was established in 1919 as a result of his efforts at that institution, where he was professor of economics and director of business education. In 1920 Dr. Hotchkiss served as executive secretary of the president's industrial conference, and in the same year became executive director of the National Industrial Federation of Clothing Manufacturers—a position which he holds at the present time. He has served on many labor adjustment boards and is the author of numerous articles and books on business education and industrial relations.

To Develop New Program.

Dr. Hotchkiss will proceed to develop an educational program for the American meat packing industry, which has adopted a development plan proposed by Thomas E. Wilson, chairman of the Institute Plan Commission. This plan provides for the ultimate creation at Chicago of a national institution which shall offer technical education to men intending to enter the packing industry and specialized courses to persons already engaged in it; carry on industrial research on behalf of the whole industry, and continue the trade activities of a business association. A special fund of \$150,000 has been subscribed for preliminary surveys and initial developments of the institute plan during a three-year period. This is in addition to the regular funds of the Institute.

Many academic distinctions have come to Dr. Hotchkiss. He was president Andrew D. White Fellow and Traveling Fellow while taking his post-graduate work at Cornell. After studying in France and Germany he accepted a position as an instructor in the Wharton School of Finance and Commerce, University of Pennsylvania, which he left in 1905 to become assistant professor of economics at Northwestern, subsequently advancing to the position of associate professor, afterwards professor and later dean of the School of Commerce. In 1915-1916 he was visiting professor of political science at Stanford University, and in the summer of 1916 was professor at the University of California.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

PILFERAGE PREVENTION.

"British exporters, who maintain that proper packing is the best means of reducing pilferage, are making a thorough study of preventive methods to eliminate losses from this source," says J. F. Keeley, assistant chief of the transportation division of the Department of Commerce, continuing as follows:

Early in 1922 the Times Trade Supplement (London) published a series of articles on the prevention of pilferage which attracted wide attention at home and in the colonies. A recent issue of the same periodical brings out facts concerning the campaign waged against this evil, which will be of interest to American exporters, in view of the study of the same subject now being made by the transportation division.

The London Chamber of Commerce, which has over 8,000 members, has placed its influence behind the movement by appointing a special pilferage committee composed of experts. There has just been exhibited before this committee a selection of packing cases specially protected to withstand the attacks of pilferers and designed to show immediately the traces of any attempt to open them. Designers of pilfer-proof containers have been stimulated in their efforts by this recognition, models being submitted even from Australia and New Zealand for the consideration of the committee.

The exhibit from New Zealand consisted of a case that could be properly opened only at the top, the bottom and sides being secured in such a manner as to prevent any penetration without leaving signs on the outside. The hinged lid fitted firmly and when closed was held by two screws, well secured, which were covered with lead and sealed. This fastening was supplemented by steel bands or other suitable fastenings. When containers are sealed in this way the shipping companies or other custodians of the cases issue receipts indicating that the bands and seals are intact. The cost is but slightly greater than that of the usual packing case.

In commenting on export packing generally, the Supplement points out that the strength of the material used must always be taken into consideration. The holds of big ships in some instances are more than 20 feet deep, and in loading it is necessary to place one tier of packing cases on top of another to that depth. In stowing cargo stevedores try to put the lighter cases on top; but, as shippers have no assurance that lighter goods than theirs are available, cases should be strong enough to support the weight of similar cases to the height mentioned under all conditions of weather throughout the ocean voyage. Even though the case may have a framework of ample strength, if the panels are of weaker material, the packing as a whole may prove inadequate and the case collapse under a strain which the framework is constructed to bear.

It is evident that Great Britain and its colonies have packing and pilferage problems similar to our own. Like them, we are putting forth every effort to reduce losses from pilferage and to eliminate guesswork in our export packing by substituting scientific methods of proved value.

INTERSTATE COMMERCE CASES.

Complaints made recently to the Interstate Commerce Commission and decisions rendered by the commission in cases of interest to meat packers are reported as follows:

Pentlay Charges, Deficit in Minimum Weight for Mixed Shipments Packinghouse Products and Fresh Meats Salted.—Effective March 22, 1923, the deficit in minimum weight of mixed carloads of packinghouse products loose or packed and fresh meat salted (beef and pork trimmings, chucks, etc.), in territory governed by mixing rule in consolidated classification, which is, generally speaking, north of the Ohio and east of the Mississippi rivers, will be paid for at the lowest carload rating provided for any article in the shipment. Heretofore deficit was paid for at the highest carload rating of any article in the shipment.

Protest Rates on Lard and Substitutes.—No. 14451, Sub. 3, Wilson & Co., Inc., et al., Chicago, Ill., vs. St. Louis-San Francisco et al. Unjust and unreasonable rates on lard and lard substitutes in carloads from complainants' factories in Chicago, Ill., Kansas City, Kan., and Oklahoma City, Okla., to destinations in Oklahoma, Arkansas, Louisiana, Texas, Missouri, Kansas and New Mexico. Asks cease and desist order and just and reasonable rates.

Meat Storage in Transit.

Effective March 15, 1923, the Pennsylvania R. R. Co. will stop in transit for storage at Ft. Wayne, Ind., dressed meats, provisions and PHP at a charge of \$6.30 per car in addition to the through rate. Shipments will be subject to the through rate, from point of origin to final destination on products held in storage for a period not to exceed 9 months. Where the storage exceeds this period, the outbound movement as well as the inbound will be subject to full local rates.

Compressed Cotton Linter Rates.—No. 12827, Republic of France v. Missouri, Kansas & Texas Railway Company of Texas, et al.—Shipments of compressed cotton linters, in carloads, from Houston, Tex., to Westwego (New Orleans), La., found misrouted. Reparation awarded.

Rates on Salt Not Unreasonable.—No. 13108, Hardy Salt Company vs. Director General, as agent, and Missouri Pacific Railroad Company.—Rates applicable on salt, in carloads, from St. Louis, Mo., to destinations in Missouri on the Missouri Pacific between St. Louis and Cape Girardeau, Mo., during Federal control, found not unreasonable. Refund of overcharges directed. Complaint dismissed.

Demurrage Charges Not Unlawful.—No. 13132, Brennan Packing Company vs. Director General, as agent, and Chicago Junction Railway Company.—Demurrage charges collected on nine cars held at point of origin because of embargoes found not unreasonable, or otherwise unlawful. Complaint dismissed.

Linseed Oil Rates.—No. 12290, Midland Linseed Products Company vs. Director General, as agent, Erie Railroad Company, et al.—Upon further consideration former report, 69 I. C. C., 753, modified to the extent of finding that shipments of linseed oil meal, in carloads, which moved over the Erie system from Undercliff, N. J., to Chicago, Ill., and North Hammond, Ind., on and after February 7, 1919, were misrouted. Reparation awarded.

Cottonseed Rates in Southwest.—No. 14283, American National Live Stock Association et al. vs. Southern Pacific Company et al.—Rates on cotton seed, cottonseed products, hay, grain, and other feedstuff for cattle from points in Oklahoma, Arkansas, Louisiana, Colorado, and Kansas, and from points in Texas over interstate routes, to destinations in western Texas found not unreasonable. Complaint dismissed.

(Continued on page 45.)

Industrial Relations

Under this heading will appear from week to week interesting information concerning the relations of employer and employee in the meat packing industry. The Committee on Industrial Relations of the Institute of American Meat Packers is actively at work in this field, and will be glad to receive suggestions or inquiries from packers and others. Communications should be addressed to the Institute at 509 South Wabash Ave., Chicago, Ill.

PIECE WORKERS' VACATION PAY.

Employees in the Chicago packing plants of Swift & Company who work on hourly and piece work bases are to have a week's vacation with pay this year. The granting of the vacation came as a result of negotiation between members of the Plant Assembly and the directors of the company. It is regarded as one of the most forward steps in the industry in recent years. Announcement was made the other day at a special meeting of the Plant Assembly, composed of equal members of elected representatives of the employees and appointed representatives of the management.

The plants affected in Chicago are Swift & Company, G. H. Hammond Company, and Omaha Packing Company. Similar requests which have been brought up in the Plant Assemblies at other Middle Western packing plants of the company are to be acted upon in the assemblies in the next few days.

H. H. Swift Commends Plan.

H. H. Swift, vice-president of the company, commenting on the plan, said: "Our investigation shows that only a few firms in the United States give men working on hourly and piece work bases vacations with pay. We are glad that conditions in Swift & Company have enabled us to make this arrangement and hope that it will work out to the advantage of the employees as well as of the company."

Under the plan as announced, all hourly and piece work male employees on the payroll of the company will be granted one week's vacation, with pay, provided they have been in the service of the company continuously for a period of five years up to and including October 1, 1923. All hourly and piece work women employees will be granted a vacation after three years' continuous service. The vacation period will be from April 1 to October 1.

Employees working on an hourly basis shall receive pay for 48 hours figured at the rate in effect during the vacation week. Employees working on a piece work basis shall receive the equivalent of 48 hours' pay. The rate per hour shall be determined by dividing the total earnings, including day work earnings, if any, for the four weeks immediately preceding their vacation by the actual number of hours worked, using the rates that may be in effect during the vacation week.

The employees starting on their vacations may, if they desire, draw in advance the money due them under this plan for their vacation periods.

In the case of hourly and piece work employees who have completed five years' continuous service between July 1 and October 1 inclusive, the foreman may, if it is to the interest of the department's work to do so, give them their vacation any time between July 1 and October 1.

In this connection it is interesting to note that the Chicago assembly voted that "one break of 60 days" would not bar a man from vacation.

The Plain Truth

Let's do away with fancy words and face the plain, naked truth.

What is needed most in the packinghouse?

It's "EDUCATION!"

Why?

Because there are hundreds of the smaller packers today who operate plants without knowing exactly the yields and returns of a good many of their products.

It is only the large plants which can have laboratories and testing and efficiency engineers. But the owner of the smaller packing plant can know just as much about the packing business—if he only wants to know it.

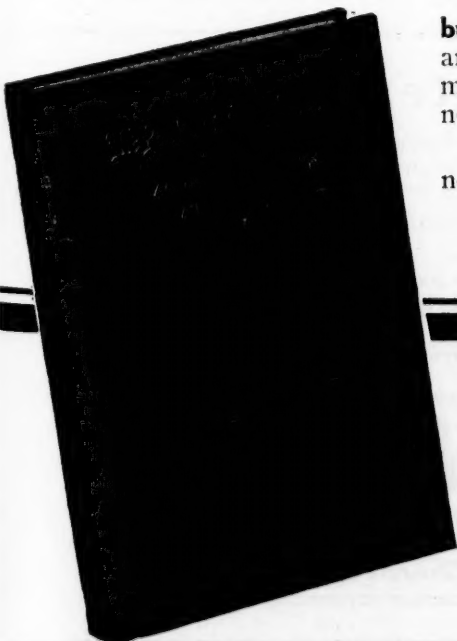
How? It's only by comparison—comparing his results with those obtained by operators in the more efficient plants.

Let's cite an example which will hit your pocket-book: **What is your shrinkage on hides?** Can you give the figures exactly? How do you know that you are not losing two, three or even five per cent on your shrinkage? What does it mean to you in dollars and cents if you lose only two per cent on your shrinkage?

Information like this is worth thousands of dollars to any packer, and it is only ONE good reason why "THE PACKERS' ENCYCLOPEDIA" should be on your desk.

We may all be smart, but no one knows it all, and the experience of many people in the business can always help us.

Better order your copy now before it is too late.



Chapter One:—CATTLE

Breeds of Cattle
Market Classes and Grades of Cattle and Calves
Dressing Percentages of Cattle
Beef Slaughtering
Beef Cooling
Beef Grading
Beef Loading
Handling of Beef for Export
Beef Cutting and Boning
Plate Beef
Meat Beef
Curing Barreled Beef
Manufacture of Dried Beef
Handling Beef Offal
Handling and Grading Beef Casings
Handling Miscellaneous Meats
Manufacture of Beef Extract
Manufacture of Oleo Products
Tallow
Handling of Hides

Chapter Two:—HOGS

Breeds of Hogs
Market Classes and Grades of Hogs
Dressing Yields of Hogs
Hog Killing Operations
Hog Cooling
Shipper Figs
Pork Cuts
Curing Pork Cuts
Smokehouse Operation
Ham Boning and Cooking
Lard Manufacture
Hog Casings
Edible Hog Offal or Miscellaneous Meats
Preparation of Figs Feet

Chapter Three:—SMALL STOCK

Market Classes and Grades of Sheep and Lambs
Sheep Killing
Sheep Dressing
Sheep Casings
Casings from Calves and Yearlings

Chapter Four:—INEDIBLE BY-PRODUCTS

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Blood and Tankage Yields
Tankage Preparation
Digester Tankage
Tallow and Grease Refining
Manufacture of Glue
Bones, Horns and Hoofs
Handling Hog Hair
Catch Basins
Cost and Return on By-Products

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Animal Glands and Their Uses
Packinghouse Chemistry
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Packinghouse Cost Accounting
Location of Packing Plants
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THE NATIONAL PROVISIONER

Old Colony Building

CHICAGO

TRADE GLEANINGS

Dwiggins & Son, Newport, Ind., recently sustained some loss to their smokehouse by fire.

The Cudahy Packing Company is planning to double the capacity of its plant at Los Angeles, Calif.

The Perrysburg Packing Company, Perrysburg, O., has been incorporated with a capital of \$10,000 by Henry R. Kille and others.

The Rosenthal Packing Company, Galveston, Tex., will shortly begin the erection of extensions to its plant to cost about \$20,000.

The National Meat and Produce Company, Cincinnati, O., has been incorporated with a capital of \$30,000 by T. J. Bartrug and others.

The Valley Packing Company, Salem, Ore., has bought the plant of Bock Brothers at Silverton, Ore., and intend to install new equipment.

The Central Packing Company has bought the packing plant of Charles A. Davis, Newburyport, Mass., and is planning to make extensive additions.

The Lubbock Cotton Oil Co., Lubbock, Tex., has recently been incorporated with a capital of \$150,000 and will soon erect a plant to cost about \$100,000. G. A. Simmons is the manager.

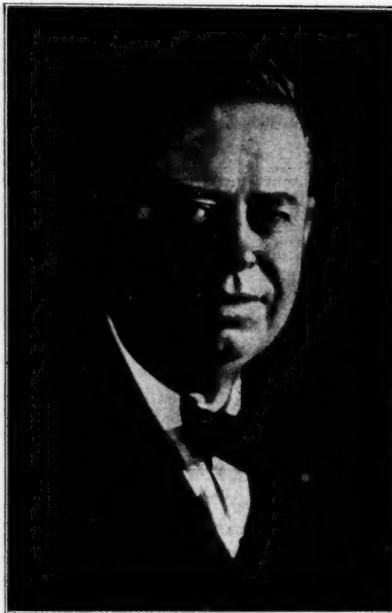
The packing plant of the Wyoming Packing & Provision Co., Laramie, Wyo., which was damaged by fire in November, has been entirely rebuilt and extended and is now in active operation again.

The new officers of the Valley Packing and Provision Company, Sharon, Pa., are as follows: Emil Oppenheimer, president; J. B. Goldberg, vice-president, and H. F. Montgomery, treasurer, and M. E. Fowler, secretary.

The Chicago Butchers' Packinghouse Market Company expects to start operations at its new plant at Ottawa, Ill., recently bought from the Illinois Farmers' Packing Company. C. W. R. Thelen will be the general manager.

DEATH OF M. R. MURPHY.

M. R. Murphy, general manager of the Cudahy Packing Company at Omaha, died on March 10 at St. Catherine's hospital, Omaha, after an illness of a little over a month. On his return from an eastern trip about the middle of February Mr. Murphy suffered a slight stroke in his office and was taken at once to the hospital. For a time recovery seemed probable, but the news of his death was not altogether unexpected.



THE LATE M. R. MURPHY.

Mr. Murphy was born in Chicago 63 years ago and at an early age entered the employ of the Armour-Cudahy Packing Company where on account of his native ability he made rapid progress. In 1886 he went to South Omaha, Nebr., as head hog buyer for the company's plant there and continued in that position until 1903, when he was appointed general manager, holding the latter office for the past 20 years.

As a buyer of hogs on the Omaha market Mr. Murphy established a reputation for shrewdness as well as fairness and it is safe to say there never was a more popular buyer in the Yards. He knew the business thoroughly but never flaunted his knowledge or skill and was always held in the highest esteem by the trade. In the 16 years he bought hogs there he made a host of friends who were glad to congratulate him on his promotion to the position of general manager.

In this capacity Mr. Murphy became known from one end of the country to the other but always maintained the same simple and friendly manner that had for years endeared him to all with whom he came in contact, and his passing away will be regretted sincerely by a widely scattered circle of acquaintances in every walk of life.

Surviving the deceased are his widow and seven children. John is engaged in the live stock business at Fort Worth, Tex., Edward is assistant superintendent of Armour & Co., at Chicago, and George is in the employ of the Cudahy Company in Omaha. Mrs. George Laier, Mrs. M. C. Leary and Miss Nan Murphy reside in Omaha and Miss Helen is in the Sacred Heart convent near Chicago.

DEATH OF W. D. FLANIGAN.

Another operating executive of wide reputation was lost to the industry with the passing of William D. Flanigan, vice-president and superintendent of the Sullivan Packing Company, Detroit, Mich., who died at his home, 4031 Columbus avenue, Detroit, on Monday, February 26, after an illness of about six weeks. He was 47 years of age.

Mr. Flanigan was born in Detroit and resided there during his entire lifetime. In 1904 he became associated with the late James Sullivan, founder of the Sullivan Packing Company, and worked himself through the various departments of the business, and during the later years was superintendent of the plant.

He is survived by his widow, Cora, and three sons, Edward, Adelbert and Donald. The funeral was held from his residence Thursday morning, March 1.

There Is Money in Tankwater

Save it by boiling down in a Swenson Evaporator. The fertilizer recovered will pay for the machinery required during the first year and after that net big profits on every tank discharged.

A simple process—boils with exhaust steam. Repairs practically negligible. Better investigate.

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Cincinnati Butchers' Supply Co., Cincinnati, O.

Flour from Meat in Australia

Manufacturing flour from meat is re-
ported to be a commercial success in Aus-
tralia and New Zealand. If this is so then
there has been a most important use found
for surplus cattle in those countries and
if conditions are right in the United States
there is the possibility of a great exten-
sion of ways in which trimmings and
other parts of livestock carcasses can be
utilized.

The mere notice of the experiments
does not indicate the range of importance
of the idea, if it is proved to be practical.
It seems that experiments of this kind
have been going on for years and that
only recently have they been declared
successful.

The manufacture of this meat flour is
reported to be due to some special drying
and grinding process. The meat flour, it
is claimed, keeps indefinitely and has the
full nutritive value of meat. For the flour
is practically raw meat, since the meat is
not cooked but dried at a low temperature
with only the loss of about 60 per cent of
its water content.

While being dried the meat is squeezed
which enables all the fat, blood and juices
to be extracted and treated. After the
process is done the juices are put back
into the meat. The result of the whole
manufacture is that the meat flour owing
to its fine form can be cooked more quick-
ly than ordinary meat and it saves both
time and fuel.

World Statistics Standards

One of the important subjects which
will be discussed at the meeting of the
International Chamber of Commerce, to
be held at Rome this month, is the stand-
ardization of foreign-trade statistics. The
American packing industry is represented
by Charles H. MacDowell, president of the
Armour Fertilizer Works. It is of the
utmost importance to the American ex-
porting packer that the classification of
commodities in export and import statis-
tics of countries throughout the world,
and especially of the more important
countries, should be substantially uniform.

Only thus can he know what countries
are taking the goods in which he is inter-
ested and whence they are getting them,
and so be in a position to frame his policy.
Again, comparability as regards the great
main groups into which commodities are
divided is essential, in order correctly to
understand the general economic and com-
mercial characteristics and tendencies of
the various nations of the world. This is
work of great usefulness, but immense dif-
ficulty.

Unfortunately, at the present time trade
statistics leave much to be desired in this
matter of uniform classification. By one
country, boots and shoes may be classed
along with hides, skins, and leather; by
another country, along with clothing made
from textile materials. Even where the
words used to describe a given class of
commodities may be identical, the actual
articles assigned to this class may be
quite different.

It is not to be expected, of course, that
all countries can follow a uniform classi-
fication in preparing export and import
statistics for their own internal uses.
Very naturally, they must compile certain
data according to the classification of
their customs tariffs, just as we do in the
United States. But it is quite possible,
alongside of statistics thus classified, to
compile others whose main purpose is to
afford comparisons with the statistics of
other countries. The difficulty is to bring
about an agreement among the different
countries as to the form of such tables of
statistics.

During some years preceding the war,
efforts toward standardization were being
made through various international organ-
izations and meetings. A so-called Brus-
sels classification of exports and imports
met with considerable approval and was
adopted by a number of countries. The
U. S. Department of Commerce, for ex-
ample, publishes supplemental tables of
American commerce arranged according
to the Brussels classification.

It is the general feeling of American
statisticians, however, that this classifica-
tion is decidedly imperfect. As is well
known, the Department of Commerce,
after very thorough investigation and dis-
cussion, has recently reorganized its own
classification of exports and imports, and
it is believed that the system adopted
ought to be at least a basis for discussion
of standardized international statistics for
the future.

It may seem that at the present time,
when all leading European nations are en-
grossed with difficult and immediately
pressing political, financial, and economic
questions, it would be impossible to create
much interest in such an apparently ac-
ademic subject as the standardization of
statistics. However, the disturbed political
and economic conditions themselves lend
a special interest to trade statistics. It
is even more important than before the
war to know exactly what each country is
importing and exporting and what changes
are taking place in its trade. It is to be
hoped that some real progress toward
standardization may be made at the Rome
meeting.

PRACTICAL POINTS FOR THE TRADE

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Tongue Head Cheese

A packer and sausage-maker who wants to know how to use to the best advantage pork tongues which have been cut or torn in handling, writes as follows:

Editor The National Provisioner:

We have an accumulation of mutilated pork tongues for which we are unable to find a market, and which we think could be used to advantage in our sausage department.

We understand that scored tongues can be used to make a tongue head cheese. Kindly furnish us a formula, with method of handling, as we would like to get relief on our stock of these tongues as soon as possible.

Tongue head cheese is now a seasonable article, and if properly handled this one product would absorb the whole production of scored tongues from time to time. Following is a formula:

Tongue Head Cheese.

Meats:

60 lbs. s.-p. pork tongues.
20 lbs. s.-p. pork snouts.
10 lbs. s.-p. pork ears.
10 lbs. s.-p. pork rinds.

100 lbs.

Spices:

4 oz. ground white pepper.
2 oz. caraway seed.
½ oz. marjoram.
½ oz. ground cloves.

Method of Handling.

Cook meats in nets separately, at 212° Fahr. as follows:

Snouts, 1½ hours.
Rinds, 2 hours.
Tongues, 1¼ hours.
Ears, 1½ hours.

Grind skins through ½-inch plate of Enterprise hasher and snouts and ears through 1-inch plate of hasher.

Remove gulletbones from pork tongues after cooking, and cut each tongue crosswise three times, making four pieces, so that the tongues will pass through valve of stuffing machine.

Put all meats together in a box truck, adding spices, jelly water and salt to taste. Use the hot meat liquid in which the meats were cooked, and mix thoroughly by hand with a clean shovel.

Stuff tight in hog stomachs, puncturing the latter thoroughly to let the air out.

Fasten with skewer before tying. Tie with 6-ply jute twine.

Cook 1½ hours at 170°. Wash clean and put into cooler of about 36° to chill before packing.

Be sure product is clean and free of grease, etc., before packing for shipment or sale.

Figuring Sausage Costs

Extra copies of the "STUDY OF SAUSAGE COSTS" which appeared in the August 19th issue of THE NATIONAL PROVISIONER may be obtained upon application to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

If you did not read this analysis of the proper method of keeping track of your sausage costs, you should get a copy of this report at once and study it. Single copies may be had free of charge, as long as they last.

FIRST-CLASS TANKAGE YIELDS.

A packer in the East asks for the following information:

Editor The National Provisioner:

We wish to know just what our tankage (unground), using beef offal, together with hog and small stuff, should show in grease and protein to make it a first-class tankage.

Practically all packers turn out a digester tankage showing 60 per cent protein and 6 to 8 per cent grease.

Some very valuable information on digester tankage is shown on pages 138 and 139 of "The Packers' Encyclopedia."

SMALL PACKER HIDE SHRINKS.

A hide dealer in the Middle West asks the following question:

Editor The National Provisioner:

Please give me information regarding the percentage of shrinkage in curing small packer hides.

The average shrinkage on small packer hides is about 15 per cent, carried in a temperature of about 55°. "The Packers' Encyclopedia" contains some very complete and valuable up-to-date information on the handling of hides, pages 58 to 62 inclusive.

Profits from Casings

result from the efficient and economic operation in production and sales.

My Sales and Service

combination fulfill these needs. Write for details.

ROY L. NEELY

Broker of Casings Exclusively
602 Webster Bldg. Chicago, Ill.
Cable address "ROLESNELY"

Mould in Smoked Sausage

The following inquiry is from a sausage manufacturer in the South:

Editor The National Provisioner:

Please advise what you think would be the proper temperature for smoked sausage, such as frankfurts and bologna. We have trouble with sausage sweating and moulding, and when examined the flavor was all right and the goods sound. We are trying to prevent this by keeping a uniform temperature.

Mould in sausage is a vexed question with many sausage-makers, especially in warm or humid climates. Much has been written about it on this page. Authorities differ as to causes and remedies, each according to his own experiences.

Answering this particular inquiry as to the proper temperature for smoked sausage such as frankfurts and bologna: This inquirer is having trouble with sausage sweating and moulding, but when examined the flavor is satisfactory and product sound. They are trying to overcome this difficulty by keeping a uniform temperature, but do not state the temperature they maintain.

The most satisfactory temperature for the product is 45° to 50°. And be sure that the product is partially cooled in natural temperatures after being cooked and before delivering to the storage cooler. The reason for this is to eliminate all the condensation or moisture possible in the storage cooler.

This product, carried in a low, even temperature of 34° to 36°, or 36° to 38°, when exposed to warm temperatures will sweat and eventually mould. Therefore the higher temperatures are recommended for the smoked sausage.

(EDITOR'S NOTE. — Superintendents and sausage foremen are once more urged to give their opinions on this matter of mould in sausage. Write and tell your experiences for the benefit of the trade.)

FERTILIZER FROM SMALL KILL.

Whether or not it pays to make fertilizer from slaughterhouse offal depends on the amount of material available. A small packer on the Atlantic Seaboard asks for advice as follows:

Editor The National Provisioner:

What would be your advice in regard to installing a fertilizer plant where there are about 14,000 calves and 5,000 to 6,000 lambs killed a year?

This means less than 300 calves and only about 100 lambs per week, which kill yields only a small amount of offal. If this plant is operating under Government inspection it would hardly be a very profitable investment to install the necessary machinery to handle the fertilizer for this small kill.

It would require one edible tank, an inedible tank, dryers, evaporators, press and receiving tanks for drawing off tallow. Under such circumstances this small kill would hardly warrant an appropriation for the necessary equipment to operate a fertilizer plant.

F. C. ROGERS BROKER Provisions

Philadelphia Office:
267 North Front Street

Trenton, N. J.
Frost-Richie Building,
State & Warren Streets

New York Office:
431 West 14th Street

Bunker for Beef Cooler

A wholesale butcher in an Eastern state who was in doubt as to the manner in which to build and insulate his beef cooler wrote as follows:

Editor The National Provisioner:

Enclosed find a blue-print of a beef cooler we are about to build. There seems to be a difference of opinion between two of the largest cork dealers in the East as to which is the proper way to build the bunker of this cooler.

One of these firms contends the bunker should be built on top of one 3"x10" beveled strip nailed on top of the main joist, which is 8"x14".

The other claims it should be built on top of two 2"x12" beveled strips, with one of these strips to be put on each side of the 8"x14" joists and the 4" between to be filled with granulated cork.

This is a question of vital importance to me, and I would more than appreciate your co-operation in determining which is the proper way to build this cooler.

As a rule THE NATIONAL PROVISIONER does not attempt to furnish such information, as this is a subject coming properly within the province of a refrigerating engineer. We have asked a practical packinghouse superintendent for his opinion, and it is given as follows:

"We fully agree with the first suggestion that the bunker should be built on top of one 3"x10" beveled strip, nailed on top of the main joist, which is 8"x14".

"Then lay a floor on top of the beveled strip, of 7/8" dressed and matched lumber. This floor should be covered with 2" cork, and the cork covered with waterproofing, using tar paper flushed with tar or asphaltum. The posts in the brine loft should also be washed with tar.

"Be very careful in laying the 2" cork, and lap over sufficiently to break the joints, and pay particular attention to see that the corners of the cork sections are unbroken. In cases where they are broken be sure to take granulated cork and sweep over the spots with a broom, and fill in thoroughly so that there will be no air space.

"In unloading and handling the cork be very cautious. See that the laborers do not handle it in a rough manner, so as to damage or break the corners, as this

Questions and Comments

Questions on any subject affecting packinghouse operation, sausage-making, curing, by-products, etc., may be submitted to THE NATIONAL PROVISIONER, and they will be answered as fully and speedily as possible. Tell us your troubles!

Comment and criticism on any advice appearing on this page are invited. Perhaps you have a better method to suggest, or you may add something that has been omitted. Address Editor, THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

makes it very difficult to make good joints."

Again let us say that in all such construction matters it is always best to consult a good refrigerating engineer or packinghouse architect.

Shipping Green Hams Frozen

An Eastern pork packer asks the following question concerning a trading custom:

Editor The National Provisioner:

If a buyer orders a car of green picnics or hams, does the seller reserve the right to ship him freezer accumulation?

It is customary to book the order and ship "freezer accumulation," inasmuch as many packers would be unable to ship strictly green product. And, if they accepted an order on this basis, in many cases it might require several days to accumulate a sufficient quantity to fill the car, and the product from the first day's cutting would be in danger of slimy shanks—or, in other words, would be out of condition on arrival at destination.

Of course the seller should not attempt to ship product on these orders that has been in the freezer for a considerable length of time. This should be sold as "green frozen products."

Weights of Green Lamb Pelts

A hide and skin merchant in the East asks for the following information:

Editor The National Provisioner:

Would appreciate being advised the approximate monthly average weight of green lamb and wool pelts, from October to April, also what month's slaughter produces the greatest wool yield.

The approximate monthly average weights of green lamb and wool pelts are as follows:

	Pounds.
October	2.85
November	2.95
December	3.50
January	3.90
February	4.00
March	4.10
April	4.00 to 4.25

These figures represent the brushed wool dry weights, and the average weight of the lambs killed up to January 1 would run 75 lbs. per head, and from January 1 to April 1, 80 lbs. per head.

The trade considers February and March as the two months' slaughter which produces the greatest wool yield, but this depends largely upon the weight of the lambs killed.

MEAT INSPECTION CHANGES.

Recent inspection changes in the federal meat inspection service are reported by the U. S. Bureau of Animal Industry as follows:

Meat Inspection Inaugurated.—Detroit Packing Co., 1120 Springwells avenue, Detroit, Mich.; Bulman & Batt, 223 Callowhill street, Philadelphia, Pa.; Alporke Packing Co. (Inc.), 500 Prospect avenue, Ridgewood, Brooklyn, N. Y.; Republic Food Products Co., 4053-4057 South LaSalle street, Chicago, Ill.; *Bedwell-Dickson Packing Co., First street and Meyer avenue, Kansas City, Kans.

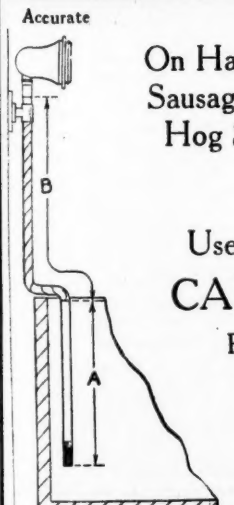
Meat Inspection Extended.—Campbell Soup Co., Camden, N. J., to include Joseph Campbell Co.

Meat Inspection Withdrawn.—Sidney Siegel, Chicago, Ill.

*Conducts slaughtering.


What are standard temperatures for cooling beef? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Accurate

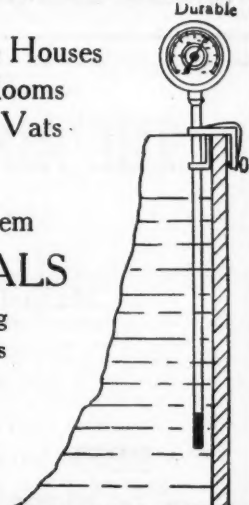


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Sausage Kettles
Hog Scalders

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To Tell Temperatures



Durable



On Smoke Houses
Cold Rooms
Pickle Vats

**Use Flexible Stem
CALO DIALS**

For Mounting
on the Wall
Near Tank
Sides.

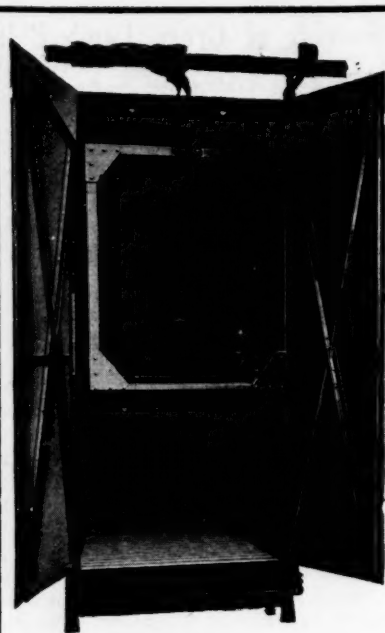
**Use Rigid Stem
CALO DIALS**

For Clamping
To Tank Sides

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Cooks Frankforts in Seven Minutes. Also Suitable for All Kinds of Cooked Smoked Sausage. Coils at Bottom Use Live or Waste Steam. Goods Are Chilled by a Cold Water Spray, Either Inside or Outside of House, Gives Products a Brighter Appearance. Will Save Its Cost in Time, Labor and Space. No Handling of Goods. Satisfaction Guaranteed.

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The Stockinet Smoking Process

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Smoke your hams, picnics, shoulders and beef hams in stockinets and market them that way

Get away from your wrapping material and labor cost

The Stockinet will keep your meats moistened by their own juices up to time of consumption

**Saves Labor—Trimming—Shrinkage
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Manufacturers of all kinds of

KNIT BAGS

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BEEF CALF SHEEP HOGS

SAMPLES AND PRICES ON REQUEST

BRITISH PROVISION MARKET.

(Special Report to The National Provisioner.)

Liverpool, England, March 3, 1923.

The market here has been practically unchanged in regard to the demand for American meats, this again being due to the trade being principally on Danish due to the heavy killings there. This week has shown the killings to be under last week, but this is entirely due to the snowstorms being experienced in Denmark and does not mean that the run of hogs is lifting at all.

The publication of the stocks of American meats here this month, as you will see by the details we give you shows a large increase on everything excepting refined lard. This has had a further depressing effect on our market and the week has finished up in very poor shape.

It does not look now as if there is much chance of an improvement in the demand for some weeks, and the situation can only be helped and improved here by shipments from your side being considerably curtailed.

Lard is the one bright feature here, and there is a strong demand for the ready article, at prices which have shown improving strength all week.

Stocks of provisions on March 1, 1923, are reported as follows:

	Feb. 28, 1923.	Jan. 31, 1923.	Feb. 28, 1922.
Bacon, boxes	34,413	28,569	19,211
Hams, boxes	9,738	7,316	3,134
Shoulders, boxes	6,870	4,840	793
Lard, tierces	1,586	1,375	1,717
Lard, tons (refined)	1,047	1,346	2,026

JAN. CANNED MEAT EXPORTS.

Domestic exports of canned meats from the United States by countries during January, 1923, are reported by the U. S. Department of Commerce as follows:

Countries:	Beef Lbs.	Pork Lbs.	Sausage Lbs.	Other Canned Meat Lbs.
Belgium	.....	.....	.....	5,206
France	.....	562	.....	72
Germany	5,150	.....	1,000	488
England	28,137	98,000	.....	418,708
Scotland	.....	17,820	.....	86,680
Ireland	.....	.....	.....	2,700
Canada, Maritime Pro.	3,320	.....	.....	.....
Quebec and Ontario	936	.....	213	127
Prairie Provinces	39	.....	750	.....
Brit. Colum., Yukon	1,305	210	.....	60
British Honduras	2,673	.....	2,058	568
Costa Rica	.....	.....	75	720
Guatemala	48	47	114	319
Honduras	3,935	164	2,695	4,936
Nicaragua	1,575	38	964	72
Panama	1,196	14	4,602	308
Salvador	.....	57	.....	264
Mexico	4,865	1,622	7,584	6,776
Newfoundland and Labrador	1,059	135	84	10
Bermuda	2,487	446	3,926	549
Jamaica	1,110	120	684	1,135
Trinidad and Tobago	25,000	.....	135	117
Other Brit. W. Indies	18,865	146	2,282	2,360
Cuba	5,066	4,846	453,827	74,821
Dominican Republic	380	1,082	2,386	2,226
Dutch West Indies	36	.....	20	.....
French West Indies	276	.....	.....	96
Haiti	.....	.....	79	.....
Virgin Islands of U. S.	1,277	.....	160	127
Argentina	.....	3,713	.....	2,475
Bolivia	.....	.....	.....	55
Chile	21	8	69	75
Colombia	635	27	401	234
Ecuador	45	66	.....	24
British Guiana	19,470	.....	982	155
Dutch Guiana	.....	.....	150	.....
French Guiana	1,266	.....	.....	.....
Peru	130	.....	279	282
Venezuela	33,285	370	1,702	2,809
British India	1,552	.....	60	576
Ceylon	.....	.....	388	.....
Straits Settlements	.....	.....	459	84
China	120	.....	.....	.....
Chosen	.....	50	.....	.....
Java and Madura	8,100	.....	.....	3,368
Other Dutch E. Indies	900	.....	292	996
Hongkong	.....	59	169	389
Japan	1,695	53	3,451	1,313
Philippine Islands	21,500	1,197	16,500	19,276
Siam	480	.....	.....	.....
Australia	.....	.....	49	.....
British Oceania	.....	.....	.....	105
French Oceania	.....	.....	.....	100
Other Oceania	.....	.....	25	77
British West Africa	.....	.....	.....	272
British South Africa	315	.....	162	45
Egypt	54	.....	.....	.....
Liberia	.....	.....	38	.....

Total quantity.....168,293 130,852 508,942 640,782
Total value.....42,923 44,015 94,084 236,440

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces. pork and beef by the barrel or tierce and hogs by the hundredweight.

New High Records—Trade More Active—Hogs Firm—Exports Still Large.

The past week has shown an advance to new high levels for the product markets, with trade becoming more active as prices advanced. The rise in the market has been apparently the result of very steady and persistent demand for product, and the conviction that even the enormous movement of hogs was being absorbed without bringing any particular accumulation of stocks or pressure on the market. The situation shows a persistently firm tone of the market, and the demand for cash products has not been affected enough by the advance to be reflected into the price.

Market Continues Very Firm.

On the basis of livestock, the market continues very firm. Hogs have gained with products and are averaging a little over 8c a pound, sheep and lambs are strong and cattle are holding a very steady price.

The average quotations at Chicago for all livestock the past week, compared with the previous week, follow:

	Hogs.	Cattle.	Sheep.	Lambs.
Last week	\$ 8.15	\$ 8.65	\$ 7.95	\$14.05
Previous week	8.00	8.85	7.50	13.95
Cor. week, 1922	11.00	8.30	8.10	15.00
Cor. week, 1921	10.35	9.25	5.65	9.85
Cor. week, 1920	14.95	13.30	13.35	19.00
Cor. week, 1919	19.15	16.20	13.75	19.10
Cor. week, 1918	17.15	12.40	13.15	17.60
Cor. week, 1917	14.75	11.30	11.45	14.55
Cor. week, 1916	9.75	8.75	8.40	11.20
Cor. week, 1915	6.85	7.50	7.45	9.00
Cor. week, 1914	8.75	8.40	5.85	7.50
Cor. week, 1913	9.00	8.20	6.50	8.60
Avg. 1913 to 1922	\$12.15	\$10.35	\$9.35	\$13.15

The receipts of hogs last week at the seven leading points were 676,000, against 466,000 hogs last year; cattle, 163,000, against 172,000 last year, and sheep 211,000, against 172,000 last year. The movement of livestock shows no sign of falling off and it is quite possible that there will be a continued steady gain in packing statistics from now on. A rather interesting statement has been issued by the Bureau of Markets showing the comparative movement of stock and feeder shipments compared with previous seasons. In cattle there is a big increase over last year and a considerable increase in sheep.

The total movement from July 1 to February 23 of this year of cattle and calves was 3,317,000, against 2,346,000 last year, and sheep 2,748,000, against 2,230,000 a year ago. This large increase in the stocker and feeder shipments of cattle is thought to represent the result of the drouth conditions in the southwest, which necessitated such a large movement of cattle from the southwestern ranches into the feeding sections of the west.

Exports of lard last week showed a falling off compared with the preceding week, the total being 21,000,000 lbs. compared with 31,000,000 lbs. the previous week, but this was due to delay in arrival and in the clearance of boats. The shipments so far this week have been very large. The clearances on Tuesday were 10,000,000 lbs., and it is stated that there have been quite large arrivals at New York of box lard for export so that

shipments are expected to keep up in good volume.

Persistent Demand for Lard.

The position of competing edible fats seems to be very firm, and the persistent demand upon lard has not been apparently affected by the higher range of prices. A study of the distribution shows that the export movement has been one of the leading factors in the distribution of lard, but has also been a very large factor in the distribution of meats. But the most important demand is, of course, the domestic, which apparently continued unabated by the advance in prices.

The production of lard and meats is steadily being cared for by the distribution. Shipment of products from the leading packing points continues on a large scale. Last week Chicago shipped 14,000,000 lbs. of cut meats, 27,000,000 lbs. of fresh meats, and nearly 11,000,000 lbs. of lard. Since November 1 Chicago has shipped 255,000,000 lbs. of cut meats, against 256,000,000 lbs. last year, and of lard 195,000,000 lbs., against 158,000,000 lbs. a year ago.

Expect Gain in Product Stocks.

The monthly statement of product stocks is expected to show some gains during February, but even with the large packing it is believed that the increase in stocks will not be burdensome and that there will be a total on hand considerably less than the five-year average in meats and in lard. The price of products is, however, getting to a point where there is some feeling of caution, particularly as the price of hogs has not advanced in keeping with the price of product.

The winter developments have been extremely interesting. On the first of October hogs were about 10½¢@10¾¢ for top hogs, declining to 8c, and for the last two months have been moving between 8c and 8.80c, while the price of ribs has advanced sharply and the price of lard has advanced from 9.17c for January lard about the first part of October to over 12c for the current months. The change has been from a premium of practically 1¼c a pound for hogs over lard to a position where hogs are 2¼ to 2½c under lard, and the cutting margin in product has been correspondingly increased.

PORK.—The market was dull and steady with mess at New York \$27@28, family \$32@33, and short clears \$21@29. At Chicago cash pork was quoted at \$24.50.

LARD.—Demand continued fairly good, and the market was firm with prime western at New York quoted at \$12.85½@12.95, middle western \$12.70@12.80, New York City 12½c, refined to the continent 14c, South American 14¼c, and Brazil kegs 15¼c. Compound demand was better, with the market quoted at 13¼@13½c in car lots. At Chicago regular lard in round lots was quoted at 12@12½c, loose lard sixty cents under May, and leaf lard 11@11¼c.

BEEF.—The market was firmly held, with a fairly good demand in evidence, and mess at New York \$17.50@18.50, packer \$16.50@17.50, family \$20@21.50, extra Indian mess \$32@34, No. 1 canned roast beef \$3.25, No. 2 \$5.25, and sweet pickled tongues \$55@65 per bbl., nominal.

SEE PAGE 39 FOR LATER MARKETS.

HOG RECEIPT RECORD IN 1923.

Record Holdings of Stocks Except Lard Are Expected on April First.

(Special Letter to The National Provisioner from James A. Duggan of E. Lowitz & Co.)

Chicago, March 16, 1923.—Receipts of hogs in 20 markets to date are 9,821,000, as against 7,392,000 for a corresponding time in 1922, 8,377,000 in 1921, and 8,628,000 for a corresponding time in 1920. For the first three days of this week in the same markets there were received 508,000 hogs, against 516,000 last week, 369,000 last year, 396,000 two years ago, and 411,000 three years ago.

It will be seen that the receipts so far this year are far over past years. It looks like a record year for hogs in 1923.

The spring pig crop is reported to be very heavy. Reports from the country also indicate a big run of last fall's pigs for May and June.

Cured hog products are piling up and space in the public warehouses is becoming scarce. On Tuesday the receipts of meats at Chicago were a million and a quarter pounds, and everything indicates that the stocks of surpluses when published on April 1 will show record holdings. The probability is the stocks of hams will be around 175,000,000 lbs.

Lard Alone Disappears.

The only thing that goes out fast is lard. Europe seems to be absorbing about all the surplus lard. How long that will last is hard to say. It is something new to find the stocks of lard so low at this time of year. If the trade would ease up, lard would accumulate rapidly, for the hogs are very heavy and will continue so for the next five months.

While lard may not sell lower for some time to come, it will take a continuation of the present demand to keep lard at present level. Lard looks high to us, even conditions considered.

Short Ribs Should Be Lower.

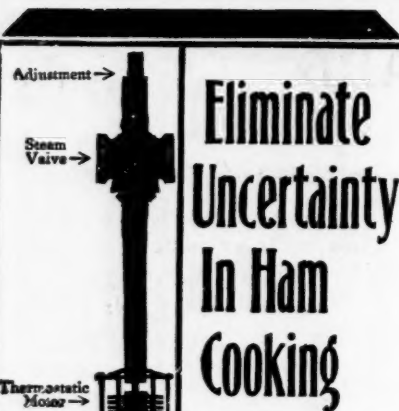
There is considerable short ribs being made and we think ribs should sell lower. There is a tremendous spread between hogs and hog products and there is room for a decline in the futures, even with a moderate advance in the hog market as some are anticipating.

Many are talking 9c hogs and some even higher. We think when the heavy stocks are taken into consideration and the supply of hogs liberal as it likely will be any important advance in the hog market is not likely. The average price of hogs this week ran from 8.10 to 8.30c. Bad weather retarded hog shipments from the country on Tuesday and Wednesday and Thursday and we look for a big supply all next week.

The trade in fresh meats is very dull. Hams showed some improvement. Eggs are retailing in Chicago as low as 25c per doz. Medium beef is quite cheap, therefore the dullness in hog meats.

NEW YORK LARD EXPORTS.

Exports of lard from New York from March 1 to March 13, 1923, according to unofficial reports, were 32,847,850 lbs.; tallow, 310,800 lbs.; greases, 2,363,375 lbs.; and stearine, none.



Eliminate Uncertainty In Ham Cooking

Powers Regulator No. 16

Powers Regulator No. 16 is especially adapted for use in ham cookers, vats, and open tanks. It is quickly and easily installed and operated.

It relieves your employee of the duty of constantly testing the temperature of the liquid. It saves time and labor and assures absolute uniformity in the product.

The proper cooking of hams requires exact temperature regulation. Hand control through physical sense or thermometer is inaccurate. The heat may be controlled accurately and with absolute certainty by

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The sensitive thermostat responds to the variations in temperature, regulating the heat to the proper degree.

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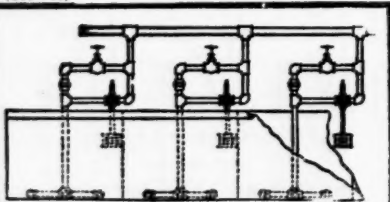
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Showing application of the No. 16 Regulator to Ham Cooking Vats. Arrangement may be modified for other conditions.

JAN. MEAT PRODUCTS EXPORTS.

Domestic exports of specified classes of meats and meat products from the United States by countries during January, 1923, are reported by the U. S. Department of Commerce as follows:

Countries:	Beef, pickled or cured Lbs.	Hams and Shoulders Lbs.	Bacon Lbs.	Pickled Pork Lbs.
Austria	19,225	806,086	1,306,426	74,122
Belgium	5,000	471,183	23,772	41,488
Denmark	6,000	114,824	914,908	208,227
Finland	17,800	148,478	6,101,081	393,853
France	5,000	134,228	3,804,418	188,066
Germany	45,000	388,013	960,708	194,188
Italy	4,000	244	409,068	9,147
Netherlands	203,209	22,411,160	22,502,552	534,086
Norway	102,046	2,900,076	211,000	50,250
Poland and Danzig	137,428	542,907	30,590	
Sweden	27,900	634	20,804	135,250
Switzerland	13,330	2,205,426	1,048,463	783,945
United Kingdom	110	904	8,890	
Other British	5,623	9,835	62,024	22,225
Other Foreign	8,720	5,806	200	87,790
Costa Rica	2,500	3,008	202	1,155
Guatemala	700	3,754	42	3,200
Honduras	3,450	22,983	2,923	2,913
Nicaragua	476	3,899	399	402
Panama	20,450	32,697	9,063	27,841
Salvador	1,674	90	90	
Mexico	2,600	89,920	30,018	305
Miquelon and St. Pierre Is.		180		
Newfoundland and Labrador	276,211	50,991	11,220	274,706
Peru	24,102	27,587	8,233	8,421
Barbados	43,550	101	4	15,000
Jamaica	41,744	19,441	7,724	106,000
Trinidad and Tobago	63,200	1,136		128,000
Other British	40,538	13,596	4,166	50,215
Cuba	8,066	1,279,970	2,581,475	212,833
Dominican Rep.	700	17,938	544	21,008
Dutch W. Indies	1,000	1,331	1,331	2,800
French W. Ind.	16,500	2,119	1,019	4,800
Haiti	26,500	7,529	427	61,000
Virg. Is. of U.S.	4,313	4,456	388	6,340
Brazil		502	479	
Chile	490			20
Colombia		4,772	1,438	
Ecuador	38,240	18,636		50,000
British Guiana	12,101	16,635		24,000
French Guiana	27,000			
Peru	19,500		876	
Venezuela	26,121		840	
British India	1,137		1,233	
Straits Settlements	2,650		90	32
China			299	405
Japan	800		1,917	
Philippine Is.	13,088		8,063	1,175
French Oceania	192		42	
Belgian Congo			44	
Brit. W. Africa	66,400	3,707	888	4,200
Canary Islands			2,740	2,230
Algeria and Tunis			5,215	
Other French			57	
Algeria	400	389		1,400
Morocco			5,600	

Tons	Value	Tons	Value	Tons	Value	Tons	Value
1,304,896	\$1,089,322	43,372,072	\$3,807,170				
Total value	127,620	5,158,234	6,411,223	446,761			

Countries:	Sausage not canned Lbs.	Extracts and Fats Lbs.	Lean Lbs.	Neutral Lbs.
Austria	129,255	1,300	1,300	1,300
Belgium	296,000			
Denmark	1,919,735	107,218		
Finland	699,211	11,270		
France	254	5,806,546	22,701	
Germany	70	39,893,01	236,487	
Italy		2,041,830		
Latvia, Estonia and Lithuania		237,000		
Netherlands		171,290		
Norway	21,500	8,392,520	1,305,298	
Poland and Danzig	21	227,81	594,336	
Spain		321,146		
Sweden		8,1792	246,068	
Switzerland		237,007		
Turkey in Europe		8,400		
Finland	700	10,180	27,055,21	25,813
Scotland	7,000	40	1,077,921	57,406
Ireland			11,087	90,238
Greenland, Mar. Pro.	13,51		32,393	
Quebec and Ont.	14,817		911,421	5,400
Prairie Provinces	8,318		102,152	393
British Columbia and Yukon	5,002		20,543	
British Honduras	2,720		30,147	270
Costa Rica	175	70	1,110	
Guatemala	73	39	71,700	
Honduras			30,500	
Nicaragua	70			
Panama	22,000		102,041	
Salvador			33,633	
Mexico	4,004	184	4,791,701	7,300
Miquelon and St. Pierre Is.			720	
Newfoundland and Labrador	2,214		1,254	114,029
Peru	7,283		14,803	
Barbados			1,080	
Jamaica	101	20	10,210	
Trinidad and Tobago	270			
Oth. Brit. W. Ind.	6,714	7	1,225	
China	107,389		8,340,373	12,859

Countries:	Value	Value	Value
Dominican Repub.	12,790	364,450	1,000
Dutch W. Indies	1,025	1,200	
French W. Indies	500	4,800	
Haiti	2,437	100,141	
Virgin Is. of U.S.	891	3,620	
Bolivia		3,000	
Brazil	350		
Chile		2,361	
Colombia	325	506,232	
Ecuador		563,545	
British Guiana		3,230	
Dutch Guiana	709		
French Guiana	1,500	13,750	
Peru		627,651	
Uruguay		440	
Venezuela	1,196	102,063	
British India		105	23,000
Straits Settlements		62	
China		1,028	00
Hongkong		792	
Japan	100	53,072	
Philippine Islands	11,650	480	
French Oceania	25		
British W. Africa		27,406	
British S. Africa		10,000	
Canary Islands	2,300	28,815	
Other French Africa		10,000	
Morocco	2,800	16,800	
Spanish Africa	550		
Total pounds	363,607	10,060	107,789,214
Total value	97,375	36,269	12,951,625

FOREIGN EXCHANGE SITUATION.

Editor's Note: This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.

Country	Monetary unit	Par Value in U. S. Money	Value Mar. 1, 1923
Austria—Krone		\$.203	9,000,1425
Belgium—Franc		.193	9539
Czechoslovakia—Krone			6257
Denmark—Krone		.268	1933
Finland—Finnish Mark		.193	6257
France—Franc		.193	602575
Germany—Mark		.228	6,000,485
Great Britain—Pound		4.866	4,6875
Greece—Drachma		.143	110
Italy—Lira		.193	6482
Japan—Yen		.478	4843
Java—Guilder			
Netherlands—Florin		.402	3948
Norway—Krone		.263	1822
Poland—Polish Mark		.173	9,000,0225
Romania—Leu		.173	9,0485
Russia—Rouble		.515	61045
Serbia—Dinar		.193	133
Siam—Piseta		.193	1547
Sweden—Krona		.268	2662
Switzerland—Franc		.193	1564
Turkey—Turkish Pound		4.40	

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending March 10, 1923, with comparisons:

	Week ended Mar. 10, 1923	Week ended Mar. 11, 1923	From Nov. 1, 1922, to Mar. 10, 1923
United Kingdom	608	180	2,621
Continent			9,048
So. and Cent. Amer.			290
West Indies			7,091
B. N. A. Colonies			
Other countries			270
Total	608	480	19,320

BACON AND HAMS, LBS.

	Week ended Mar. 10, 1923	Week ended Mar. 11, 1923	From Nov. 1, 1922, to Mar. 10, 1923
United Kingdom	5,530,270	8,395,000	210,394,500
Continent	2,745,500	1,670,000	74,881,350
So. and Cent. Amer.			115,500
West Indies			1,938,400
B. N. A. Colonies			15,000
Other countries			454,700
Total	8,354,750	10,265,000	287,304,400

LARD, LBS.

	Week ended Mar. 10, 1923	Week ended Mar. 11, 1923	From Nov. 1, 1922, to Mar. 10, 1923
United Kingdom	4,706,445	9,816,062	206,671,501
Continent	7,685,011	9,816,062	541,073
So. and Cent. Amer.			3,845,000
West Indies			49,000
B. N. A. Colonies			70,400
Other countries			
Total	8,710,721	14,412,567	217,737,354

RECAPITULATION OF THE WEEK'S EXPORTS.

	From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York	608	4,071,770	7,022,529	
Portland, Me.		1,631,000	419,000	
Boston		842,000	65,000	
Philadelphia			202,000	
St. John, N. B.		2,420,000	431,000	
Total, week	608	8,354,750	8,719,529	

Previous week.....2,82 21,392,550 22,708,888
Two weeks ago.....940 12,250,000 24,554,741
Cor. week, 1922.....450 10,245,000 14,412,567

Comparative summary of aggregate exports, in lbs., from Nov. 1, 1922, to March 10, 1923:

	1922 to 1923	1921 to 1922	Increase
Pork	3,800,000	1,013,000	2,787,000
Bacon and hams	237,374,400	183,200,014	54,044,386
Lard	318,737,374	244,572,339	74,044,775

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—A less active trade, but a very firm market, featured tallow again this week, prices advancing $\frac{1}{8}$ c to new highs for the movement, with extra at New York reported to have sold at $9\frac{1}{2}$ c delivered, equal to $9\frac{1}{8}$ c ex-plant. Soap interests continued to absorb the offerings, which were more moderate, as sellers are well booked up. The western market was firm, and the foreign market also showed quite a little strength. South American tallow was offered sparingly, and reports were current of some sales at $9@9\frac{1}{8}$ c, duty paid, c. i. f. New York.

At the London auction 1,137 casks were offered on March 14, of which 666 casks were sold at prices unchanged from the previous week. At Liverpool Australian tallow was three to sixpence higher than a week ago with choice at 42s 6d, and good mixed at 40s 6d.

At New York prime city was quoted at $8\frac{1}{2}$ c nominal, special loose $9\frac{1}{8}$ c nominal, extra at $9\frac{1}{8}$ c sales, and edible $9\frac{1}{8}$ c nominal. At Chicago packers' No. 1 was quoted at $9\frac{1}{8}$ c, packers' prime at $9\frac{1}{8}$ c, and edible at $9\frac{1}{8}$ c @10c.

STEARINE.—The market was moderately active and somewhat stronger, a moderate business in oleo passing at $10\frac{1}{8}$ c early in the week, an advance of $\frac{1}{8}$ c, with rumors current later in the week of $10\frac{1}{8}$ c bid for oleo at New York, and $11\frac{1}{8}$ c asked. While the market was quoted at these figures in some quarters, confirmation was lacking, but no denial was forthcoming. At New York oleo was quoted at $10\frac{1}{8}$ c @11c nominal, with Chicago $9\frac{1}{8}$ c @10c, while lard stearine, New York, was $14\frac{1}{8}$ c nominal, and Chicago was $13@13\frac{1}{8}$ c.

OLEO OIL.—The market was firmer at New York with extra $13\frac{1}{8}$ c nominal, medium $10\frac{1}{8}$ c nominal, and lower grades 10 cents. At Chicago extra was quoted at $12\frac{1}{2}$ c @12 $\frac{1}{2}$ c.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL.—The market was very firm with reports current of the best seasonal demand for years, and with offerings tightly held. At New York edible was quoted at $\$1.10@1.15$, extra winter $\$1.02@1.05$, extra at $98c@\$1.00$; extra No. 1 at $94@96c$, No. 1 at $92@94c$, and No. 2 $90@92c$.

NEATSFOOT OIL.—Demand was fairly good and the undertone was firm with pure at New York quoted at $\$1.02@1.04$ per gallon, extra at $97@98c$, No. 1 at $92@94c$, and cold pressed at $\$1.28@1.35$.

GREASES.—Following the strength in oils, tallow and lard, the grease market experienced a continued good demand and a strong undertone. In some quarters heavy exports of late were being pointed to, and it was said that the continent was buying greases for refining purposes, manufacturing a low-grade lard to satisfy the demands there. Offerings were limited and domestic demand was quite good. At New York yellow and choice house were quoted at $8\frac{1}{8}$ c @9c, brown at $8\frac{1}{8}$ c @8 $\frac{1}{2}$ c nominal, and white choice $10\frac{1}{8}$ c @10 $\frac{1}{2}$ c. At Chicago trade was fairly active, with brown and house $8\frac{1}{8}$ c @8 $\frac{1}{2}$ c, yellow $8\frac{1}{8}$ c @9c, and choice white $9\frac{1}{8}$ c @10c.

When may surplus green hams be frozen, or when should they be back-packed? Ask **THE BLUE BOOK**, the "Packer's Encyclopedia."

Rendering Products Census Shows Decreases

The value of products of establishments primarily engaged in rendering grease and tallow (not including lubricating greases) amounted to $\$27,074,000$ in 1921, as compared with $\$67,265,000$ in 1919 and $\$24,901,000$ in 1914, a decrease of 60 per cent from 1919 to 1921, but an increase of 9 per cent for the seven-year period 1914 to 1921.

In addition to the value of products classified as belonging to the rendering industry, establishments otherwise classified, such as "slaughtering and meat-packing," "fertilizers," "glue," etc., reported as subsidiary products grease, tallow, soap stock, etc., to the value of $\$18,977,000$ in 1921, $\$38,095,000$ in 1919, and $\$13,115,000$ in 1914.

Of the 263 establishments reporting products valued at $\$5,000$ and more in 1921, 34 were located in Pennsylvania; 30 in Ohio; 29 in New York; 22 in Massachusetts; 19 in New Jersey; 17 in Illinois; 15 each in California and Indiana; 12 in Michigan; 11 in Iowa; 9 in Wisconsin; 6 each in Maryland and Virginia; 4 each in Minnesota, Missouri, and Rhode Island; 3 each in Colorado and Connecticut; 2 each in Georgia, Kansas, Kentucky, Nebraska, and New Hampshire; and 1 each in Alabama, Delaware, the District of Columbia, Florida, Louisiana, Oregon, South Dakota, Tennessee, Texas, and Utah.

In September, the month of maximum employment, 4,496 wage earners were reported, and in May, the month of minimum employment, 4,257—the minimum representing 95 per cent of the maximum. The average number employed during 1921 was 4,410 as compared with 6,647 in 1919.

The statistics for 1921, 1919, and 1914 are summarized in the following statement. The figures for 1921 are preliminary and subject to such change and correction as may be found necessary from a further examination of the original reports.

	*1921	*1919	*1914
Number establishments	263	396	282
Persons engaged	5,480	8,276	6,249
Proprietors and firm members	218	454	359
Salaries employees	852	1,175	784
Wage earners (average number)	4,410	6,647	5,106
Salaries and wages	\\$7,003,000	\\$9,959,000	\\$4,541,000
Salaries	1,600,000	2,005,000	1,029,000
Wages	5,403,000	7,954,000	3,512,000
Paid for contract work	40,000	38,000	65,000
Cost of materials	\\$17,711,000	\\$47,756,000	\\$17,061,000
Value of products	\\$27,074,000	\\$67,265,000	\\$24,901,000
Value added by manufacture	9,363,000	19,509,000	7,840,000

*Statistics for establishments with products valued at less than $\$5,000$ are not included in the figures for 1921. There were 124 establishments of this class, reporting 116 wage earners and products valued at $\$295,000$. For 1919, however, data for 86 establishments of this class, with 53 wage earners and products valued at $\$200,000$; and for 1914, data for 87 such establishments, with 117 wage earners and products to the value of $\$268,000$, are included in all items with the exception of "number of establishments."

*Value of products less cost of materials.

Packinghouse By-Products Markets

Blood.

Chicago, March 15, 1923.

There has been nothing of interest in blood this week, except that prices have sagged somewhat, as can be noted in the following quotations:

	Unit ammonia.
Ground	\\$4.40@4.50
Crushed and unground	4.00@4.35

Digester Hog Tankage Materials.

Digester has been very quiet. Buyers have been reducing their ideas so fast that the sellers have not been able to keep up with them. Business has been very slow, for it is the end of the season and since most of the buyers have enough to carry them along they are not anxious to buy.

	Unit ammonia.
Ground, 11 $\frac{1}{2}$ to 12 $\frac{1}{2}$ ammonia	\\$4.00@4.25
Unground, 10 to 11 $\frac{1}{2}$ ammonia	3.75@4.00
Unground, 7 to 9 $\frac{1}{2}$ ammonia	3.40@3.65

Fertilizer Tankage Materials.

This market has also been quiet, but it should be picking up. With the markets going down for a while there is a chance that it will reach a level where buying will begin and prices will begin to pick up.

	Unit ammonia.
High grade, ground, 10-11 $\frac{1}{2}$ ammonia	\\$3.85@4.00
Lower grade, ground, 6-9 $\frac{1}{2}$ ammonia	3.50@3.75
High grade, unground	3.50@3.65
Medium grade, unground	3.35@3.40
Low grade and country rend, unground	3.00@3.25
Hoot meal	3.35@3.45
Liquid atick	3.40@3.50
Grinding hoofs, pigs' toes, dry	36.00@38.00

Bone Meals.

This market has been in pretty good shape. There has been a very small supply and the demand is picking up. With a light production and a lot of people using it, there has been no chance for stocks to accumulate. Fertilizer and phosphate manufacturers are now coming into the market.

	Per ton.
Raw bone meal	\\$36.00@38.00
Steamed, ground	23.00@25.00
Steamed, unground	19.00@21.00

Cracklings.

This market is stronger and it is pretty clear of stocks.

	Per ton.
Pork, according to grease and quality	\\$70.00@87.50
Beef, according to grease and quality	50.00@65.00

Glue and Gelatin Stocks.

There has not been much change in this market during the past week, though there has been an advance in rejected manufacturing bones of about $\$5.00$. On the other hand there has been a decline in junk and hotel kitchen bones and sinews and hide trimmings have a top of $\$21.50$.

	Per ton.
Calf stock	\\$32.00@36.00
Edible pig skin strips	80.00@85.00
Rejected manufacturing bones	50.00@55.00
Horn piths	38.00@40.00
Cattle jaws, skulls and knuckles	35.00@38.00
Junk and hotel kitchen bones	28.00@30.00
Sinews, pizzels and hide trimmings	18.00@21.50

Mfg. Bones, Horns and Hoofs.

This market has remained about the same as the preceding week. Some of the big packers are contracted for until the summer.

	Per ton.
No. 1 horns	\\$235.00@255.00
No. 2 horns	175.00@225.00
No. 3 horns	100.00@150.00
Culls	36.00@38.00
Hoofs, black and striped, unassorted	40.00@45.00
Hoofs, white, unassorted	60.00@70.00
Round shin bones, unassorted, heavies	85.00@95.00
Round shin bones, unassorted, lights	70.00@80.00
Flat shin bones, unassorted, heavies	65.00@70.00
Flat shin bones, unassorted, lights	55.00@60.00
Thigh bones, unassorted, heavies	85.00@95.00
Thigh bones, unassorted, lights	70.00@80.00

Hog Hair.

Demand for hog hair has continued steady. Coll dried winter processed has sold at $3@3\frac{1}{2}$ f. o. b. production points and $7@7\frac{1}{2}$ c for winter processed.

Pig Skin Strips.

The market has been about steady with a fair amount of trading. No. 1 tanner stock sold at 6c per lb., with No. 2's and 3's going for gelatin purposes, if government inspected and frozen, at around $4\frac{1}{2}$ c lb. basis Chicago.

BRITISH IMPORTS OF FATS AND OILS.

It is sometimes said that the British market is a good criterion of general European conditions within certain industries. That being the case, it might be well to analyze the net takings of fats and oils by that country for the past three years. The figures used were compiled by a large importer and dealer in these products and transmitted through the London office of the Department to the Department of Commerce.

In order to ascertain the quantities of oil available or produced from imported oleaginous materials it was necessary to estimate the production of oils by assuming an average oil content for copra of 65 per cent, palm kernels 45 per cent, flaxseed 18 per cent, etc. By so doing a gradual increase in the consumption of all vegetable oils is shown during the three years in question, 1920, 1921 and 1922, the net imports in terms of oil for these three years being 685,097 tons, 756,856 tons and 779,481 tons, respectively; whereas the imports of greases, oleo stock, oleo oil and tallow decreased in 1921 from that of 1920 but showed a gain in 1922, reaching a total of 72,211 tons as compared with 80,838 tons in 1920 and 61,495 tons in 1921.

The net imports of lard substitute, lard, butter and butter substitute in 1922 were almost double those of 1920, indicating either a diminishing home production or, disregarding variations in home production, an increase in consumption of approximately 6 pounds per capita over that year.

Considering the situation as a whole, the consumption of all fats, including fish oil, has increased more than 10 per cent over 1920 and 4 per cent over 1921. The total consumption during these years was as follows: 765,935 tons, 818,351 tons, and 851,692 tons, respectively.

VEGETABLE OIL DEMAND IN ITALY.

The market for vegetable oils in Italy both foreign oils and those manufactured locally, is very strong on account of the firmness of oil seeds, according to a report to the U. S. Department of Commerce. Furthermore, it appears that the olive crop will not reach the amount estimated, and on this account considerable price increases have taken place in the South and in Liguria. Superfine olive oils have increased from the low point of 630 lire per 100 kilos, c. i. f., Trieste, to 750 lire, and common edible oils, including olive oil, are very scarce and there are few offers, although there is an active demand on the part of consumers. This situation will increase the demand for seed oils as substitutes, and if the duty on cottonseed oil was lower it would now be possible to develop a good business in this commodity.

DEATH OF W. A. BENNETT.

W. A. Bennett of Fort Worth, Tex., a member of the Interstate Cotton Seed Crushers' Ass'n, died at Stamford, Tex., recently. Since last October Mr. Bennett has been giving personal attention to the operation of his oil mills in Stamford and Seymour, and news of his death was a great shock to his business associates and friends in Fort Worth as well as to the trade at large. Mr. Bennett was 51 years of age and had long held a leading place among the business men of Texas. In addition to his oil mill interests, he was president of the Oil Mill Machinery & Manufacturing Co., the Dickerson Cotton Cleaning Co., and the Metropolitan Hotel Co., all of Ft. Worth. He was an ex-president of the Texas Cotton Seed Crushers' Association. He is survived by his father, E. G. Bennett, and by two sons, Pat and Pete Bennett.

JAN. MARGARIN AND DAIRY EXPORTS.

Exports of dairy products, oleomargarin and eggs from the United States for month of January, 1923, are reported by the U. S. Bureau of Agricultural Economics as follows:

Destination.	Butter, pounds.	Oleomargarin, pounds.	Cheese, pounds.	Eggs, dozens.
Europe:				
United Kingdom.....			45	505,500
Miscellaneous.....	220			
North America:				
Bermuda.....	10,399	3,280	778	8,400
Canada.....	1,229	98,500	46,442	786,604
Central America:				
Br. Honduras.....	6,751	1,380	5,489	660
Costa Rica.....	1,964		2,288	
Guatemala.....	2,355		2,368	4
Honduras.....	9,892		6,594	13,880
Nicaragua.....	3,694		1,965	
Panama.....	29,507	11,860	23,128	54,310
Mexico.....	62,948	8,183	89,082	101,274
West Indies:				
Cuba.....	81,444	800	83,638	783,540
Dom. Republic.....	12,518	2,400	4,123	
Pr. W. Indies.....	8,148		4,667	
Haiti.....	40,182		4,667	
Jamaica.....	1,800	7,800	6,695	270
Other Br. W. Indies.....	17,232	15,315	8,416	7,626
Trinidad and Tobago.....	41,290			
Virgin Is. of U. S.....	7,627	2,075	3,757	80
Miscellaneous.....	1,164	400	135	
South America:				
Argentina.....			2,172	
Bolivia.....	1,976		168	
Br. Guiana.....	1,000	1,000	90	
Colombia.....	11,876		466	
Peru.....	17,040		7,390	
Venezuela.....	2,809		304	
Miscellaneous.....	48		610	
Asia:				
Br. India.....			2,658	
China.....	2,430		4,637	
Hongkong.....			9,051	
Japan.....	2,880		1,037	
Chosen.....	924		150	
Oceania:				
Philippine Islands.....	2,450		6,299	
Miscellaneous.....	678		799	90
Africa:				
Miscellaneous.....	50		210	
Total—Jan., 1923.....	384,395	150,993	325,631	2,262,138
Total—Jan., 1922.....	538,967	195,921	430,576	2,061,862

DANISH BUTTER FINDS FAVOR HERE.

Danish butter is finding its advocates in the United States in greatly increasing number, if import statistics are any guide. During the winter months large shipments of Danish butter have been coming to the United States, notwithstanding the import duty of eight cents per pound levied as a result of exceedingly large imports of such butter to the United States during the winter 1920-1921, states Consul General Letcher, Copenhagen, in a report just received by the Department of Commerce. The recent shipments are due partly to a scarcity of butter upon the New York market and to the fall of Danish butter prices in England, attributed to unusually large shipments to England of butter from Australia and New Zealand. The production of Danish butter for the year ended March 31, 1922, was 231,000,000 pounds, England taking 68.6 per cent of the entire output. The next largest taker was France, with 8.7 per cent.

VEGETABLE OIL IN NORWAY.

The Lilleborg Fabriker of Christiania, the largest oil milling company in Norway, has decided to purchase the Stavanger Oljemolle. It is reported that work will commence at once at the Stavanger Oljemolle and for the time being the main products will be cocoanut oil and linseed oil, says Consul H. E. Carlson, Christiania, in a report to the Department of Commerce. The imports of copra into Norway for the first 10 months of 1922 were approximately 8,000 metric tons, and the total imports of vegetable oils during this period were approximately 14,000 metric tons. Margarine manufacturers in Norway report no particular interest at the present time in American cottonseed oil, claiming prices too high. Peanut oil seems to have taken precedence over this commodity and the immediate requirements are being furnished by countries near at hand.

MARGARIN USED IN BELGIUM.

So popular has the use of margarin become in Belgium that the number of factories manufacturing this product has more than doubled since 1913. Production increased from 13,349 metric tons in 1913 to 25,386 tons in 1921, and totaled 10,032 tons in the first six months of 1922.

In 1913 there were 12 margarin and 2 oleomargarine factories in Belgium; in 1919, 9 margarin factories; in 1920, 15; in 1921, 16; in the first three months of 1922, 14; and in the preceding three months, 13. Detailed figures of production on margarin, as announced by the Ministry of Foreign Affairs, Bureau de Documentation Economique, are as follows:

PRODUCTION OF MARGARIN IN BELGIUM.

Years.	Margarin, metric tons.	Other butter, metric tons.	Artificial Total production, metric tons.
1913.....	11,689	1,600	13,349
1919.....	20,748		20,748
1920.....	27,711		27,711
1921.....	25,534	1,852	25,386
1922 (January to June).....	9,605	1,327	10,932

Besides the margarin produced locally, a large quantity is imported, principally from the Netherlands, whose product is popular in Belgium. Margarin to the amount of 715 metric tons, valued at 3,295,883 francs, came from the Netherlands during 1920, and in 1921 this amount was increased to 1,087 metric tons, valued at 4,573,718 francs.

For the first six months of 1922 the amount of margarin brought into Belgium from the Netherlands was 250 metric tons. In 1920 Belgium imported 689 metric tons of margarin from the United States, but the present imports of that article from America are negligible, in view of the increased local production and the additional amounts which can readily be supplied by the Netherlands.

Before the world war Belgium was known universally as a land of plenty, with living cheaper than elsewhere in Europe. There was little need for the use of margarin, as butter could be bought at retail as cheaply as 3 francs per kilo, compared with 15 or 16 francs per kilo today.

Margarine has thus come to take a permanent place in many homes in Belgium, together with cold-storage meat, another product practically unknown in that country before the war. Margarin sells at retail for 5.4 to 6.4 francs per kilo. The margarin industry can, therefore, not only be regarded as a permanent institution, but is apparently bound to be considerably extended.

U. S. MARGARIN IN HOLLAND.

Preliminary statistics and reports from the trade indicate that the trade in animal fats in Holland during the past year has developed some important features, according to a report to the U. S. Department of Commerce. The total imports of all such fats during the year have amounted to a trifle less than 60,000 metric tons as compared with about 54,000 metric tons in 1921. The increase has been chiefly along the lines of margarin materials and is particularly important in view of depressed trade conditions and a considerable decrease in re-exports.

The large margarin factories report that as a result of the lower prices of animal fats compared with vegetable oils they have been able to use larger quantities of the former and in fact they have used animal fats on a large scale during the past year for the first time since 1914.

On the whole the American shipments of extra oleo oil which have been the chief supply of the market have been fairly satisfactory. Shipments of neutral lard, premier jus, and North American oleo stocks have usually been satisfactory. One feature of the year's trading was an importation of a considerable quantity of Menhaden fish oil of a superior quality from the United States which was used for hardening purposes while there has been a continuous strong demand for whale oil for hardening and technical purposes.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Broader—New Season's Highs Made—Cash Trade Improving—Crude Stiff—Refiners Buying Futures—General Demand for Crude.

Rather excited covering of May oil by leading refining shorts resulted in a much broader trade in cottonseed oil futures on the New York Produce Exchange the past week, and an advance to new high levels for the season, with commission houses and shorts readily absorbing aggressive realizing from all quarters, and the market holding the bulges with but minor recessions, and almost daily going into new high ground. It was difficult to explain the heavy covering in the May position, which finally excited the remaining shorts in March, except the broadening in cash trade and the stiffness in the crude oil market, the latter advancing sharply to new highs for the season also, on buying by refiners and packers, with offerings strongly held, and but small amounts secured on the advance.

Active Switching from May.

While considerable May was bought outright, active switching from May to the later positions continued, and considerable May hedging was taken off and put on the distant deliveries. The leading longs took advantage of the upturn to reduce their lines somewhat, but sentiment, nevertheless, was more bullish than at any time thus far, and even in quarters where profit

taking was the most noticeable, it was felt that the advance would continue until the 12½ or 13c level had been reached.

Under ordinary conditions, the amount of long oil placed upon the market the past week would have been sufficient to bring about a good reaction, but outside speculative demand was somewhat better, absorbing a fair portion of the selling, and this, with the notable strength in lard, tended to keep the technical position of the market rather strong.

At times the market was subjected to active selling against lard purchases, and professional pressure in the way of trying to force a reaction, but the local shorts came in readily on the bulges. At the high point the market for March was up 424 points from the season's lows, May showed a gain of 374 from the lows, July 208 points, August 114, and September 83.

Situation Against Hedger.

The situation in general continued one which largely favored the holder and was materially against the hedger and the short seller. In all greases an advancing tendency was in evidence—possibly more pronounced in lard than elsewhere, as evidenced by the continued lard upturns notwithstanding considerable weakness in hogs at times, under receipts at western points which ran materially in excess of a year ago. At one time it was pointed out that the winter run of hogs had exceeded that of a year ago by about 25%, or pos-

sibly more and that, nevertheless, lard stocks everywhere were lighter than at this time last year.

The outward lard movement continued heavy, and active accumulation of lard stocks in packages of one sort or another for export at the Atlantic seaboard were noted, indicating that the movement of lard abroad was to continue on a huge scale. At the same time, the planting season is rapidly approaching, and the movement of hogs, as a result, should naturally fall off, while the heavy rains and snows over the west should also tend to interrupt the movement for a time at least.

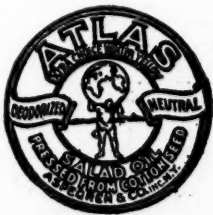
Improved Compound Trade.

In cash circles a much more optimistic feeling was in evidence, the advance in the market tending to force those who had been holding off and running on limited supplies to come in, to some extent, sufficiently so that one frequently heard that cash demand was good. The lard advance has been more rapid than that of oil as far as the cash prices were concerned, and this tended to place compound on a slightly better competing basis, resulting in an improved compound trade.

In some quarters it was contended that there was little or no profit in compound at 13¼@13½c, and that the price was below a replacement cost compared with crude. Nevertheless leading compound interests were reported booking the trade

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up at those figures. At New York compound in car lots was quoted at 13½¢ @ 13½¢, while prime western lard was 12.85 @ 12.95, middle western lard 12.70 @ 12.80, and New York City 12½¢.

Crude oil in the southeast advanced to 10½¢ sales and bid, with packers and refiners in the market, and with purchases limited, the mills holding for 10½¢ and with some close observers predicting that but little oil will come out under the eleven cent level. In the Valley 10½¢ was bid, Memphis 10½¢ bid, and in Texas 10½¢ was bid, a moderate amount coming out at that figure. The amount of crude oil remaining, as stated before, is not large, and it is in strong hands.

The tallow market continued to climb, with 9½¢ paid for extra, New York, while oleo stearine was reported to have advanced sharply to 10½¢ bid and 11¢ asked, although these reports were rather indefinite. At Liverpool English cotton oil advanced six pence to 42s 6d, while Egyptian crude oil was unchanged at 38s.

Consumption Greater Than Thought.

A government report on cottonseed consumption, and cottonseed products, is due Saturday or Monday, and is expected to show February consumption of 175,000 to 200,000 bbls. The indications are that the March consumption will be larger than that of February, and a fair business is going on for April delivery. Statistics are being watched closely, as it is claimed that consumption is running heavier than any one in the trade had anticipated, and that the end of the season is likely to see a carry-over as small as, if not smaller than, that of a year ago.

The carry-over last year of 436,000 bbls. proved too light, but one must not overlook the possible effects of the new cotton crop outlook on prices a little later on. Already reports are coming to hand of a more or less official nature indicating that the boll weevil is not coming through the winter in good shape, encouraging if true, and of efforts to combat this pest. The south is experiencing considerable rain, which should prove beneficial later on.

COTTONSEED OIL.—Market transactions.

Thursday, March 8, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			1145 a	....
Mch.			1140 a	1155
Apr.			1150 a	1165
May	11300	1180 1169	1170 a	1171
June			1175 a	1180
July	3400	1195 1185	1187 a	1188
Aug.	2500	1188 1185	1186 a	1188
Sept.	600	1185 1178	1178 a	1180
Oct.			1100 a	1110

Total sales, including switches, 22,200.
Prime Crude S. E., 1025c sales.

THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Coconut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

Friday, March 9, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			1140 a	....
Mch.	100	1149 1149	1146 a	1155
Apr.			1150 a	1160
May	5200	1174 1170	1172 a	1173
June			1175 a	1183
July	5300	1192 1188	1188 a	1190
Aug.	1400	1192 1188	1189 a	1190
Sept.	500	1183 1182	1181 a	1183
Oct.	100	1110 1110	1100 a	1110

Total sales, including switches, 12,600.
Prime Crude S. E., 1025c sales.

Saturday, March 10, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			1140 a	....
Mch.			1145 a	1150
Apr.			1150 a	1165
May	6700	1180 1175	1176 a	1178
June			1180 a	1185
July	5600	1196 1189	1193 a	1194
Aug.	1400	1193 1193	1193 a	1196
Sept.	400	1186 1186	1184 a	1186
Oct.			1105 a	1110

Total sales, including switches, 14,100.
Prime Crude S. E., 1025c bid.

Monday, March 12, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			1160 a	....
Mch.	600	1150 1150	1155 a	1165
Apr.			1160 a	1170
May	6500	1183 1176	1182 a	1183
June			1187 a	1192
July	4900	1200 1191	1198 a	1199
Aug.	500	1201 1194	1198 a	1200
Sept.	700	1189 1185	1188 a	1189
Oct.			1110 a	1120

Total sales, including switches, 15,200.
Prime Crude S. E., 1025-1150c.

Tuesday, March 13, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			1175 a	....
Mch.	500	1175 1168	1175 a	1190
Apr.			1175 a	1181
May	9000	1195 1187	1193 a	1194
June			1198 a	1205
July	6400	1211 1203	1209 a	1210
Aug.	1700	1211 1204	1209 a	1210
Sept.	2000	1202 1192	1199 a	1200
Oct.			1120 a	1123

Total sales, including switches, 27,800.
Prime Crude S. E., 1050c sales.

Wednesday, March 14, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			1175 a	....
Mch.	1600	1185 1180	1180 a	1190
Apr.	100	1186 1186	1180 a	1190
May	9600	1202 1190	1201 a	1202
June			1206 a	1215
July	3800	1220 1209	1218 a	1219
Aug.	800	1219 1216	1218 a	1219
Sept.	1100	1210 1204	1208 a	1209
Oct.	300	1135 1125	1135 a	1140

Total sales, including switches, 20,700.
Prime Crude S. E., 1050c bid.

Thursday, March 15, 1923.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Mar.	11.80	12.00 11.85	11.90	11.95
Apr.	11.80	12.07 12.00	11.99	12.02
May	11.99	12.20 12.04	12.03	12.05
June	12.03	12.18 12.18	12.05	12.17
July	12.20	12.35 12.18	12.19	12.21
Aug.	11.20	12.35 12.20	12.20	12.21

*Bid.

SEE PAGE 39 FOR LATER MARKETS.

REFINED COCONUT OIL

Coconut Butters

Highest Quality

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"KOROKO"

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Venus, Prime Summer White
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White Clover Cooking Oil
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COTTONSEED OILS

Union Pure Salad Oil
Union Choice Butter Oil
Supreme White Butter Oil
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Sun Prime Summer Yellow

OTHER OILS

Refined deodorized
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Peanut
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Cottonseed Cake
Cottonseed Meal

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REFINERS

THE AMERICAN COTTON OIL COMPANY

65 Broadway, New York

Cable Address "AMCOTOIL"

COCOANUT OIL.—A better demand was reported and the market was up $\frac{1}{4}$ to $\frac{1}{2}$ c compared with a week ago, influenced somewhat by the strength in cotton and other oils, and firmness in the foreign markets. Copra was offered moderately at $5\frac{1}{2}$ @ $5\frac{1}{4}$ c c. i. f. coast. At New York Ceylon type in barrels was quoted at ten cents, tanks, coast, $8\frac{1}{2}$ @ $8\frac{1}{2}$ c; Cochin type, barrels, New York, $10\frac{1}{4}$ @ $10\frac{1}{2}$ c; tanks, $9\frac{1}{4}$ @ $9\frac{1}{4}$ c; edible, barrels, New York, $10\frac{1}{2}$ c.

SOYA BEAN OIL.—Limited supplies and offerings continued to restrict trade, but a fair demand was noted, and the market had a firm undertone. Oriental oil, April-May shipment, as offered at 7.55c c. i. f. New York in bond. At New York crude in barrels was quoted at 12c, blown, barrels, $12\frac{1}{2}$ @ 13 c; tanks, New York, $10\frac{1}{2}$ @ 11 c; tanks, coast, $10\frac{1}{2}$ @ $10\frac{1}{2}$ c, while deodorized was nominal.

PEANUT OIL.—The market was more or less nominal, with little or nothing offering, and buyers being forced to pay mill prices. At New York crude in barrels was nominal; tanks, f. o. b. mills, $13\frac{1}{2}$ @ 14 c; refined, barrels, New York, $17\frac{1}{2}$ @ $17\frac{1}{2}$ c.

CORN OIL.—The market was firm, again featured by the strength in crude cotton oil, but offerings were freer, and prices showed little change from those ruling of late. Demand for refined oil was reported good. At New York crude in barrels was quoted at 12c, tanks, Chicago, $10\frac{1}{4}$ c; refined, barrels, New York, $13\frac{1}{4}$ @ $13\frac{1}{4}$ c; cases, $12\frac{1}{2}$ @ 13 c.

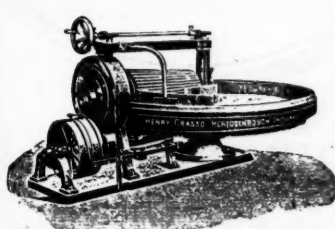
PALM OIL.—Demand for palm oil continued quite good, and offerings were more firmly held, owing to the tallow strength. At New York Lagos spot was quoted at $8\frac{1}{4}$ c; shipment, $8\frac{1}{4}$ c; Niger spot and shipment, $7\frac{1}{4}$ c.

PALM KERNEL OIL.—Firmness in the foreign markets created strength here, but business was limited, and imported at New York was quoted at $9\frac{1}{2}$ @ $9\frac{1}{2}$ c.

COTTONSEED OIL.—Demand good, market strong, P. S. Y. spot, barrels, New York, $12\frac{1}{2}$ @ $12\frac{1}{2}$ c; Southeast crude, $10\frac{1}{2}$ bid; Valley, $10\frac{1}{2}$ c nominal; Texas, $10\frac{1}{4}$ c bid; bleachable, $10\frac{1}{2}$ @ $10\frac{1}{2}$ c.

JANUARY BRITISH FATS AND OILS.

The British imports of oils, fats and oil-seeds converted into oil equivalent for the month of January, 1923, amounted to 55,208 tons, as compared with 44,725 tons in 1922, and 59,934 tons in 1921. The total exports were 22,151 tons for 1923, as compared with 16,702 and 23,572 tons for 1922 and 1921, respectively. The total excess of imports over exports, including fats, oils, butter, lard, etc., amounted to 74,732 tons for 1923, which is in excess of January, 1921, by approximately 11,000 tons and 1922 by approximately 13,000 tons. By far the greater proportion of imports was in cottonseed, palm kernels, linseed and soya beans, and of fats—butter and lard formed 90 per cent of the total imports of butter, margarine, lard and lard substitutes, says the Department of Commerce.



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Grasso's Famous Table Worker 316 W. Austin Ave. CHICAGO, ILL.

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for Fat and Oil Filtration

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SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., March 15, 1923.—Much activity prevails in oil circles with crude cottonseed oil at $10\frac{1}{2}$ c bid. Eleven cents asked in the valley. Stocks are greatly reduced in all directions. Crude cottonseed oil is no longer a factor. Prime summer yellow is strong at $11\frac{1}{2}$ c cents for loose at New Orleans. Loose hulls are quoted at $\$14.00$; sacked, $\$16.50$ per ton. Seven per cent meal is at $\$41.00$; 8 per cent $\$43.00$ at interior points.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 15, 1923.—Crude cottonseed oil market is very strong and well sold out. Sales this week were at $10\frac{1}{2}$ cents in the valley. Forty one per cent protein meal is dull at $\$43.50$ Memphis. Loose hulls are quoted at $\$15.00$.

N. ZEALAND BUTTER IN NEW YORK.

Two epoch making occurrences were reported in American commercial circles recently—one the arrival of a 5,320,000 pound cargo of creamery butter from Auckland, New Zealand, and the other of a 2,500,000 pound cargo of poultry from California, both by way of the Panama Canal. New York market men announced that a fleet of butter carrying ships was now on the seas with nearly 10,000,000 pounds of New Zealand butter destined for consumption in this country. Its arrival, it is predicted, would send down the price of creamery butter.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York from March 1 to March 13, 1923, according to unofficial reports, were 200 barrels.

CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, March 13, 1923.—Latest quotations on chemicals and soapmakers' supplies are as follows:

Seventy-six per cent caustic soda, $\$3.70$ @ 3.80 per 100 lbs.; 98% powdered caustic soda, $4\frac{1}{4}$ @ $4\frac{1}{4}$ c lb.; 58% carbonate of soda, $\$2$ @ 2.35 per 100 lbs.

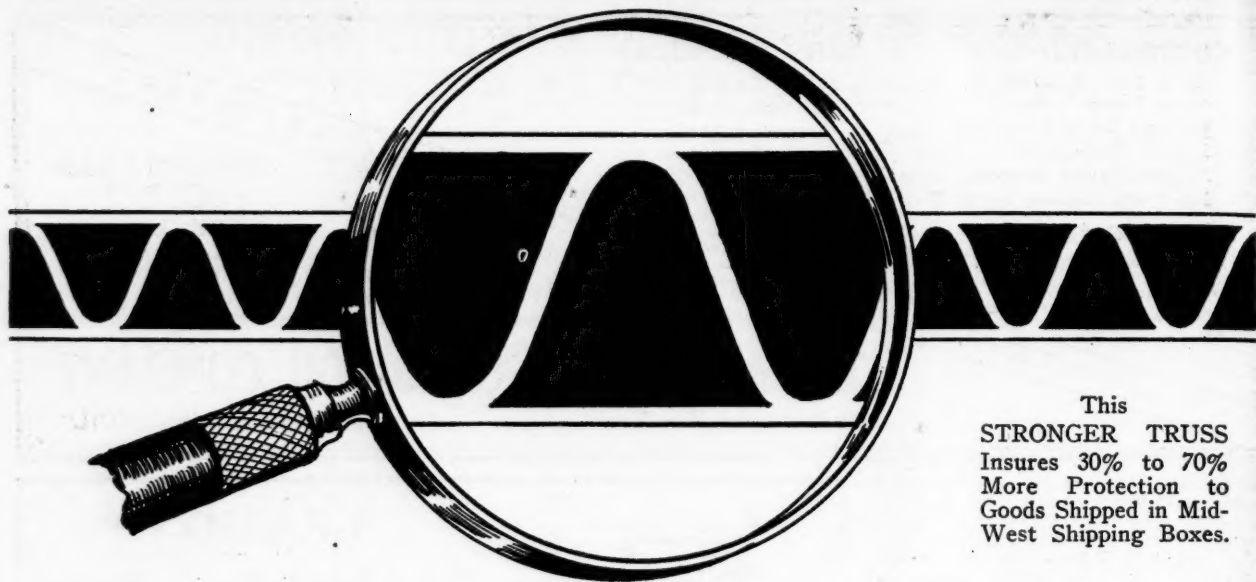
Clarified palm oil, in casks of 2,000 lbs., $8\frac{1}{2}$ @ $8\frac{1}{4}$ c lb.; commercial yellow olive oil, $\$1.20$ gal.; olive oil foots, $9\frac{1}{2}$ @ $9\frac{1}{2}$ c lb.; East India Cochin cocoanut oil, 13c lb. duty paid; Cochin grade cocoanut oil, domestic, 11c lb.; Ceylon grade cocoanut oil, $10\frac{1}{2}$ c lb.

Prime summer yellow cottonseed oil, $12\frac{1}{2}$ @ $13\frac{1}{4}$ c lb.; soya bean oil, $12\frac{1}{2}$ @ $12\frac{1}{4}$ c lb.; domestic linseed oil, $\$1.02$ @ 1.05 gal.; corn oil, nominal, $12\frac{1}{2}$ @ $12\frac{1}{2}$ c lb.; peanut oil, in barrels, New York, deodorized, $17\frac{1}{4}$ @ 18 c lb.; peanut oil, in tanks, f. o. b. mills, 14c lb.

Prime city tallow, extra, $9\frac{1}{2}$ c delivered; dynamite glycerine, nominal, $17\frac{1}{2}$ @ $17\frac{1}{2}$ c lb.; saponified glycerine, nominal, $12\frac{1}{2}$ @ 12 c lb.; crude soap glycerine, nominal, $11\frac{1}{2}$ @ 12 c lb.; chemically pure glycerine, nominal, $18\frac{1}{2}$ @ 19 c lb.; prime packers' grease, nominal, $8\frac{1}{4}$ @ 9 c lb.

OIL SUPERINTENDENTS TO MEET.

The 1923 convention of the Interstate Oil Mill Superintendents' Association will be held June 6, 7, 8, 1923, at Auditorium, Atlanta, Ga., according to W. Frank Daub, secretary, Oil Mill Superintendents Exhibitors' Association, 1311 Atlanta Trust Co. building, Atlanta, Ga.



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1—Waterproof Container:

For every occasion requiring complete protection against moisture or wet conditions.

2—Triple Tape Corners:

A strong reinforcement which prevents tapes from splitting and peeling.

3—Offset Score:

Insures a positive tight closing contact of end flaps.

It is known that corrugated fibre board boxes of the right construction will carry merchandise better than other packages, BUT—corrugated fibre board must be made with a high, strong truss and high test liners to give the BEST service, as in the case of the Mid-West Box.

Approximately 70% of the cost of a corrugated fibre board box is raw material. Naturally, low priced boxes mean cheap materials. Be sure the liners on your boxes comply with railroad specifications—and here is where we can help you. Write us.

Our "Perfect Package" Data Sheet has saved big Shippers thousands of dollars. Yours on request.

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Corrugated Fibre Board Products
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KOKOMO, INDIANA
CHICAGO
CLEVELAND, OHIO
FAIRMONT, W. VA.

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products advanced to new highs under general buying, and limited offerings, with firm hog markets and continued strength abroad helped somewhat by good cash trade and heavy export shipments, with considerable spreading between lard and cotton oil going on. Hog receipts were large but mid-month stocks statement is bullish, lard stocks decreasing 1,600,000 pounds during the first two weeks of March and totaling 9,500,000 pounds against nearly 25,000,000 pounds last year.

Cottonseed Oil.

The cottonseed oil trade was much heavier with the market strong on persistent refiners' speculative covering, general commission house buying, and strong lard and crude cottonseed oil. Enormous realizing featured the upturn, but offerings were well absorbed. Compound advanced to 10½¢@10¾¢. Cash trade was good for both lard and oil. Southeast crude cottonseed oil was quoted at \$10.55 bid, in the valley 10½¢ bid, at Memphis 10¾¢ bid; Texas, 10½¢ bid. Canada bought some crude cottonseed oil in the valley.

Quotations on cottonseed oil at Friday noon were: March, \$11.95@12.10; May, \$12.12@12.14; July, \$12.30@12.31; August, \$12.29@12.30; September, \$12.17@12.19; October, \$11.36@11.45.

Tallow.

Extra, 9¾¢.

Oleo Oil and Stearine.

11c bid; extra oleo oil, 13¾¢. Stearine advanced to 10 cents bid with offerings very light.

FRIDAY'S GENERAL MARKETS.

New York, March 16, 1923.—Spot lard at New York, prime western, \$13.15@13.25; Middle West, \$12.95@13.05; city steam, \$12.75@12.87; refined, continent, \$14.25; South American, \$14.50; Brazil, kegs, \$15.50; compound, \$13.50@13.75.

Liverpool Provision Markets.

Liverpool, March 16, 1923.—(By cable.)—Quotations today: Shoulders square, 55s (\$12.98); shoulders, picnics, 55s (\$12.98); hams, long cut, 82s (\$19.35); hams, American cut, 80s (\$18.80); bacon, Cumberland cut, 71s (\$16.76); bacon, short backs, 70s (\$16.38); bacon, Wiltshire, 65s (\$15.21); bellies, clear, 97s (\$22.91); Australian tallow, 38s 5d@41s 5d (\$9.06@9.68); spot lard, 69s (\$16.15).

Hull Oil Market.

Hull, England, March 16, 1923.—(By cable.)—Refined cottonseed oil, 42s 6d (\$10.83); crude cottonseed oil, 37s 5d (\$8.83).

FEBRUARY BUFFALO LIVESTOCK.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of February, 1923, are reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts (include "drive-ins")	20,397	19,355	131,956	101,649
Total shipments (include "drive-outs")	14,732	14,536	76,591	90,173
Local slaughter (include "drive-outs")	5,740	4,819	54,085	11,876

¹Include goats.

NEW YORK LIVESTOCK.

The following are the receipts for week ending Saturday, March 10, 1923:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	3,524	8,323	9,074	13,203
New York	1,838	2,180	22,210	10
Central Union	4,220	903	131	14,653
Total for week	9,581	11,408	31,415	27,856
Previous week	8,652	16,109	38,795	34,572
Two weeks ago	9,441	12,865	32,566	32,701

Are you taking advantage of the service available on the "Practical Points for the Trade" page? Refer all questions on any feature of packinghouse practice to this department.

MEAT SUPPLIES AT NEW YORK.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending March 10, 1923, with comparisons as follows:

	Week ending Mar. 10.	Week ending Mar. 3.
Western dressed meats:		
Steers, carcasses	7,259	7,877
Cows, carcasses	1,100	1,108½
Bulls, carcasses	231	1,173
Veal, carcasses	14,465	8,948
Hogs and pigs	1,942	4,349
Lambs, carcasses	24,443	23,336
Mutton, carcasses	9,068	8,796
Beef cuts, lbs.	169,402	256,895
Pork cuts, lbs.	1,456,672	1,415,165
Local slaughter, Federal inspection:		
Cattle	9,656	9,978
Calves	11,595	15,136
Hogs	54,290	57,657
Sheep	33,798	34,434

MEAT SUPPLIES AT PHILADELPHIA.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending March 10, 1923, with comparisons:

	Week ending Mar. 10.	Week ending Mar. 3.
Western dressed meats:		
Steers, carcasses	2,344	3,254
Cows, carcasses	448	455
Bulls, carcasses	66	54
Veal, carcasses	1,737	1,864
Lambs, carcasses	6,466	6,009
Mutton, carcasses	1,724	2,707
Pork, lbs.	455,673	389,422
Local slaughter:		
Cattle	2,066	2,188
Calves	1,593	2,181
Hogs	20,267	24,829
Sheep	3,073	5,623

MEAT SUPPLIES AT BOSTON.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending March 10, 1923, with comparisons:

	Week ending Mar. 10.	Week ending Mar. 3.
Western dressed meats:		
Steers, carcasses	2,408	2,452
Cows, carcasses	1,712	1,580
Bulls, carcasses	50	43
Veal, carcasses	1,068	854
Lamb, carcasses	14,011	11,215
Mutton, carcasses	1,252	1,029
Pork, lbs.	375,344	224,769
Local slaughter:		
Cattle	1,291	1,434
Calves, carcasses	3,422	2,441
Hogs, carcasses	20,016	23,787
Sheep, carcasses	3,959	7,469

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to March 16, 1923, show exports from that country were as follows: To England, 106,890 quarters; to the Continent, 26,862 quarters; to other ports, 618 quarters. Exports for the previous week were as follows: To England, 182,190 quarters; to the Continent, 54,784 quarters; to other ports, 666 quarters.

TRIALS OF A CATTLE SHIP.

The British steamer Hartington recently had a peculiarly unfortunate voyage. She left Buenos Ayres on December 29 and Montevideo on January 1 for Antwerp and London, having taken on board at Montevideo 250 head of cattle and 1,000 sheep. Rough weather was encountered, and on January 5 an epidemic broke out among the animals, necessitating the whole of the livestock being jettisoned. It was considered necessary to throw overboard also the cattle installations, an operation which was completed on January 20. The decks were then cleaned with carbolic acid. The weather during this period continued rough, and the vessel rolled considerably and shipped water. On February 3, on the advice of the veterinary surgeon, it was decided to jettison all the cattle fodder. The Hartington arrived at Flushing two days later, and while at that port lost her port anchor and 30 fathoms c" chain.

RECEIPTS AT CENTERS.

SATURDAY, MARCH 10, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	500	7,000	4,000
Kansas City	300	1,500	1,000
Omaha	200	8,500	500
St. Louis	300	6,500	100
St. Joseph	100	3,500	1,500
Sioux City	300	10,000	300
St. Paul	100	1,100	300
Oklahoma City	100	800	.....
Fort Worth	100	1,000	.....
Milwaukee	100	1,200	100
Denver	200	2,200	2,200
Louisville	100	1,200	100
Wichita	200	300	.....
Indianapolis	200	5,000	100
Pittsburgh	100	2,500	400
Cincinnati	400	1,800	100
Cleveland	200	2,500	1,000
Nashville	100	2,100	100
Toronto	100	1,000	.....

MONDAY, MARCH 12, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	72,000	16,000
Kansas City	10,000	23,000	8,000
Omaha	10,000	19,500	13,000
St. Louis	3,000	13,500	1,000
St. Joseph	3,000	14,000	9,000
Sioux City	3,500	8,000	1,000
St. Paul	2,500	7,000	1,000
Oklahoma City	1,800	2,300	.....
Fort Worth	900	1,500	300
Milwaukee	100	300	.....
Denver	1,000	1,500	3,000
Louisville	1,200	2,500	100
Wichita	1,000	1,400	.....
Indianapolis	1,000	5,000	100
Pittsburgh	1,200	8,000	2,300
Cincinnati	1,600	6,000	100
Buffalo	2,100	15,000	12,000
Cleveland	1,400	8,000	1,000
Nashville	800	2,000	.....
Toronto	3,000	2,500	100

TUESDAY, MARCH 13, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	36,000	16,000
Kansas City	7,000	13,000	5,500
Omaha	7,500	18,000	13,000
St. Louis	3,500	16,500	1,000
St. Joseph	1,800	9,000	3,000
Sioux City	2,200	13,000	1,000
St. Paul	2,000	14,500	1,500
Oklahoma City	1,000	2,000	.....
Fort Worth	1,200	3,000	.....
Milwaukee	100	400	.....
Denver	1,000	2,400	5,200
Louisville	300	2,000	100
Wichita	600	1,400	.....
Indianapolis	600	7,000	100
Pittsburgh	100	1,500	500
Cincinnati	300	2,800	100
Buffalo	100	3,500	1,400
Cleveland	200	3,000	500
Nashville	100	2,000	.....
Toronto	400	1,000	100

WEDNESDAY, MARCH 14, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	25,000	14,000
Kansas City	6,000	14,500	8,000
Omaha	6,500	14,500	9,000
St. Louis	3,500	20,000	600
St. Joseph	3,000	14,500	5,400
Sioux City	2,500	14,000	500
St. Paul	2,500	16,000	500
Oklahoma City	700	3,500	.....
Fort Worth	1,400	3,000	500
Milwaukee	200	1,200	100
Denver	3,000	1,000	5,000
Louisville	200	2,000	100
Wichita	600	1,800	.....
Indianapolis	1,100	9,000	1,000
Pittsburgh	100	2,000	300
Cincinnati	500	4,000	100
Buffalo	100	3,000	1,200
Cleveland	300	5,000	500
Nashville	200	2,500	.....
Toronto	600	1,000	100

THURSDAY, MARCH 15, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	38,000	16,000
Kansas City	4,000	9,500	6,000
Omaha	5,500	14,500	7,000
East St. Louis	1,500	12,000	300
St. Joseph	2,000	6,000	3,500
Sioux City	1,800	15,000	.....
St. Paul	1,400	7,300	100
Indianapolis	800	8,000	100
Pittsburgh	.....	2,000	700
Buffalo	700	1,800	700
Denver	400	900	.....
Oklahoma	1,500	1,800	100
Fort Worth	700	3,000	200
Milwaukee	500	4,000	100

FRIDAY, MARCH 16, 1923.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	25,000	8,000
Kansas City	800	4,000	2,000
Omaha	1,400	6,500	3,000
St. Louis	1,000	15,500	400
St. Joseph	700	5,000	4,000
Sioux City	1,800	14,000	300
St. Paul	1,200	3,800	100
Oklahoma City	600	2,200	.....
Fort Worth	1,500	2,000	100
Milwaukee	500	200	6,500
Denver	700	8,000	100
Indianapolis	3,500	500
Pittsburgh	600	5,400	100
Cincinnati	100	7,200	5,000

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LIVESTOCK EXHIBIT IN SLIDES.

A series of 40 lantern slides illustrating the United States Department of Agriculture exhibit at the International Livestock Exposition, last December, has been prepared by the department and is now available. The slides are reproductions of photographs of various portions of the exhibit. They include discussions of breeding and feeding of animals, facts and figures on extent of livestock industry, equipment for livestock farms, results of experimental work, market grades and standards, market news service, and selection and use of meats. A brief outline which points out topics of special interest in connection with each slide accompanies the series.

The set of slides was prepared by the Bureau of Animal Industry and the States Relations Service largely in response to requests from extension workers. The purpose is to make available in lantern slides the current recommendations and work of the department with respect to the livestock industry.

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LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Union Stockyards, Chicago, March 15.

Cattle receipts for the week to date estimated at 45,800, indicated a decrease of 2,000 compared with the same period a week ago, and 8,000 for the corresponding period two weeks ago. Both lighter receipts and seasonal improvement in killing quality have proven basic factors in recent price upturns, especially on yearlings and desirable beef heifers. Country demand for well-bred meaty feeders stimulated trade on such descriptions. Weather conditions have repressed country loadings, especially on veal calves, receipts of which class have suffered nearly a 50 per cent reduction from receipts of 17,000 two weeks ago.

Compared with a week ago, beef steers and yearlings ruled generally strong to 25c higher. Extreme top was \$10.15 paid for 22 Iowa fed long yearling Herefords scaling 1,076 lbs. Top for matured steers rested at \$10.10, 21 Nebraska Herefords scaling 1,163 lbs., 48 Iowa Whitefaces averaging 1,421 lbs., and 41 Nebraskas scaling 1,529 lbs., earning that money. Bulk of beef steer and yearling offerings turned within a price spread of \$8.25@9.50.

Packer buyers and small killers were urgent contenders for the meager offering of butcher she stock and bulls, beef cows showing desirable fleshing turning generally at 35@50c upward. In sympathy, canners and cutters from healthy districts sold 15@25c higher. Bologna and beef bulls showed 25@50c price advance, heavy beef descriptions assuming most advance. Veal calves were uneven, advancing mostly 50c@1.00. Bulk of desirable vealers turning into local packing channels at \$9.00@10.50, shippers hand-picking and paying upward to \$12.00@12.50 for few fancy selections.

Receipts of hogs for the week to date show a decrease of 21,000 from the corresponding figures a week earlier. Storm conditions have repressed country loadings and have resulted in late arrivals of hogs. Under these conditions prices have been strong and higher for the week thus far. Outside killing demand has fallen off approximately 6,000 as compared with same period last week in sympathy with decreased receipts and stiffening prices.

Average weight of hogs last week was 248 lbs. and most days this week has exceeded that figure, which indicates the preponderance of weighty butchers moving to market at this time. Light butchers from 215 to 235 lbs. have shown strong action. Not so many trashy pigs have been inflicted on the market this week, and a dollar has been erased from the low end of the price spread. Weighty packing sows found approval of buyers and droves lately have been put up around \$7.50.

Bulk of 150 to 225 lb. averages today cashed at \$8.45@8.65, which indicates a gain of 40@50c over a week earlier. Most 240 to 300 lb. butchers sold from \$8.20@8.35, showing an advance of 30@35c since last Thursday. Packing sows today levied 20@30c advances for the week and pigs sold unevenly 25@50c higher than last Thursday, mostly having cashed from \$7.25@8.25. Close of the market today was strong, and the day's top \$8.70—the highest here since February 16.

Although arrivals of sheep and lambs have been on a parity with last week, the market from day to day has been persistently lower. Fat lambs, both woolled and clipped, have slumped 50@75c during the week. Feeders have shared this decline to the extent of 35@50c. Yearlings are weak to 25c lower, but sheep have maintained a fully steady status.

The bulk of handyweight woolled lambs Thursday went to the scales at \$14.10@

14.60. Clipped lambs have been arriving in relatively small numbers. One load of 70-lb. freshly shorn lambs today scored \$12.00, and the bulk of the recently clipped stock cashed at \$11.35@11.75. Heavy sorts from these loads sold down to \$9.75. Yearlings have been scarce, the top on this class being \$13.40. Aged wethers sold up to \$9.50 and best 106-lb. ewes topped at \$8.70. Bulk of lightweight ewes in the wool turned at \$8.00@8.50, and similar clipped stock at \$6.00@6.50.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, March 14.

Cattle and hogs have advanced this week and sheep are lower. Receipts, except for lambs, have been moderate, due in some degree to heavy rains that delayed shipping and the fact that feeders were dissatisfied with last week's decline which took the market into a new low ground for the year. The advance in cattle this week was 15 to 25 cents, in hogs 25 cents, and the decline in lambs was 25 cents and in sheep 15 cents.

Practically all the cattle offered this week were fat enough for killers and included a liberal per cent of good to choice fat steers that sold at \$8.50@9. A few loads sold up to \$9.25. Mixed yearlings brought \$7.75@8.75. Heifers sold up to \$8.50 and cows up to \$6.75. The bulk of the heifers, however, brought \$5.75@7, and fat cows \$4.50@6.25. Veal calves held steady at last week's sharp decline, with the top price for extreme light weights \$9.50.

Hog prices today were 10 to 15 cents higher, making an advance of 25 cents compared with the low time Monday and about a 20 cent gain compared with last week's close. The top price today was \$8.25 and bulk of sales \$8@8.20. Packing sows are selling at \$7.25@7.40, and pigs \$7@7.50. Extreme heavy hogs, though smooth, are bringing \$7.50@7.75.

Best light weight lambs today sold at \$14@14.25; medium weight lambs, \$13.75@14, and heavy lambs \$12.50@13.50. Clipped lambs are quoted at \$11@11.25; woolled yearlings, \$11.75@12.50; ewes, \$7.75@8.65, and wethers \$8.50@9.25.

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., March 14.

With receipts of moderate to light volume, livestock markets averaged steady to strong here during the first half of the week.

The cattle and calf supply at only 11,170 head for the three days was smaller than usual. Demand was reasonably good and markets ruled fairly active at slowly advancing prices.

Steers, cows and bulls gained about 25c for the three days. Little change of consequence was noted in light-weight yearlings, although the tendency, if anything, was stronger. Veal calves depreciated \$1 more in spots.

Quality of receipts was very plain the first two days, but slightly better Wednesday. The bulk of steers suitable for beef purposes sold from \$7.25@9 per cwt., with tops making \$9.25. Light yearlings of common to medium quality sold from \$6@8 largely, best scoring upward of \$9@9.25. The practical low end for butcher cows was \$4.50 Wednesday and the high \$7. Bulk of all offerings sold from \$5@6. Cutter cows ranged from \$3.50@4.25 late, and canners from \$2.75@3.25. A heavy grade of beef bull commanded \$4.75@5.50, and bolognas \$4.50@5.50 largely.

The majority of steers suitable for stocker and feeder purposes cashed from \$6@7. Veal calves topped at \$11.75 during the first two days of the week. \$11 was the high mark at the opening Wednesday and \$10 at the close that day.

Hogs were about in average supply, being 53,858 head. Fluctuations were slight each day and the market closed for the three-day period just a shade higher, top Wednesday at \$8.60 per cwt., comparing with a high mark of \$8.50 Saturday.

Demand at most times seemed to favor the good-weight swine, although the price range was narrow between the various classes, \$8.35@8.50, covering a majority of the week's sales.

Pigs, sows and stags likewise showed a generally strong trend. Pigs and lights Wednesday were most numerous at \$7.25@8.25, rough packer sows \$7.25@7.40, and stags \$5.75@6.25.

Sheep and lambs were steady, strong in spots. Receipts were rather light at 2,200 head, with quality generally plain. Choice wool lambs, the poorer classes as a criterion, would have brought \$14.75 had they been available. Clipped lambs, as usual for this time of the year, predominated the offering. These sold upwards of \$12, fat handy-weights but not choice bringing the figure. Cull lambs were quotable at \$9.50@12.50, according to quality. In the sheep department ewes with wool varied from \$7.50@8.50, chop-pers and bucks \$4.50@5.50, canners \$1.50@3.50. Some choice handy-weight wethers changed hands at \$9.25.

The first spring lambs of the season arrived at the St. Louis market Wednesday and sold at \$17.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Neb., March 14.

With a let-up in receipts of cattle in the West and some little improvement in the beef markets in the East the local trade has shown more life this week and prices are 25@40c higher than at the low time a week ago. Demand appears to be very broad on shipping account but local packers have not followed the present advance very enthusiastically.

Strictly good to choice corn-fed beeves and yearlings are selling at \$8.60@9.35 with fair to good grades largely at \$7.75@8.50 and common to fair and short-fed lots at \$7.00@7.50 and on down. The market for cows and heifers have followed much the same course as the beef steer trade but the spread in values continued very wide. Choice corn-fed heifers are bringing \$7.00@8.00 while canners and cutters are bringing \$3.00@4.00. Bulk of the fair to good butcher and beef stock is going at a spread of \$5.50@7.00. Veal calves are higher than a week ago at \$6.00@11.00 and the same is true of bulls, stags, etc., at \$4.50@7.00.

It seems impossible to hold hog prices down in spite of the fact that receipts have been fully a third larger than at this time last year. Local packers apparently have liberal orders to fill and the improved competition from outsiders, the market has been very uneven, but the general trend of values has been higher and today the hogs are selling fully 25c better than a week ago. There were 14,000 hogs here today and prices 15@20c higher than Tuesday. Tops brought \$8.10 against \$7.85 last Wednesday and bulk of all the trading was at \$8.00@8.10 against \$7.70@7.80 a week ago.

Some weakness has developed in the market for sheep and lambs although values are within 25c of the best time last week. Packers and shippers want the fat stock and have plenty of competition from feeder buyers for anything that they can use. Fat lambs are quoted at \$12.85@14.50, yearlings at \$11.75@13.25, wethers at \$7.50@9.00, and ewes at \$5.25@8.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

South St. Joseph, Mo., March 13.

Cattle receipts for two days this week numbered around 4,500 head, against 5,217 for the same days last week and 4,434 corresponding days a year ago. Only a fair percentage of supplies consisted of beef steers, and included several shipments of pulp-feds from Colorado, Utah and Nebraska. While Monday's market held a slow, steady tone, there was an active demand Tuesday with values quoted mostly 10@15c higher. Best steers offered each day sold at \$9.00, and sales above \$8.75 were not numerous. Nebraska pulpers sold at \$8.40, Utah's \$8.10 and Colorado's \$7.75@8.35.

The supply of cows, heifers and yearlings was liberal compared to receipts, and prices are generally 10@15c higher than last week's close. Cannery cutters and bulls, however, show no change. Bulk of good killing cows sold \$5.00@6.00, with a few lots as high as \$7.00. Colorados in load lots sold \$5.60@6.15. Cannery and cutters went mostly \$2.50@4.00. Choice mixed yearlings sold up to \$8.75, with most sales from \$8.25 down. Best heifers in load lots at \$7.75, and Colorados made \$6.75@7.65. Common heifers sold down to \$5.00. Bulls sold largely \$4.00@5.00. Calves held steady with last week's close, tops going at \$8.50.

The supply of hogs for two days totaled around 23,870, which included some 5,300 billed through to packers at other points. The total for the corresponding days last week was 19,152, and a year ago 10,559 were received. With a total of 143,000 hogs at the five western markets Monday, there was a decline at all points. Trade here ruled 10@15c lower, with the top at \$8.00 and bulk of sales \$7.85@7.95. Tuesday's market was 10@15c higher, the top advanced to \$8.15, and bulk of sales ranged \$8.00@8.15. Throwout packing sows were 10@15c higher, selling mostly at \$7.25@7.30. Stags sold at \$6.50.

Receipts in the sheep division for two days totaled around 10,700 head, compared with 15,316 for the same days last week. Offerings were mostly from Colorado and Nebraska feed-lots, consisting largely of lambs. Values on both sheep and lambs held steady Monday, but declined 15@25c Tuesday. Bulk of lambs sold at \$14.40 Monday, which was the top, but on Tuesday best went at \$14.25. Heavy lambs sold Monday at \$13.50@13.75, but Tuesday similar weights went at \$13.25@13.50. Choice ewes sold Monday at \$8.75, but \$8.50 was the high point Tuesday. Small lots of wethers sold \$9.00@9.50, and yearlings \$11.50@13.00.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Dep't of Agriculture.)

South St. Paul, Minn., March 14.

Receipts of cattle this week were again moderate, around 7,000 being marketed here up to mid-week compared with actual receipts of 7,300 the corresponding period of last week. The continued light receipts has resulted in an upturn of 25 to 50c in prices but the market continues to carry a weak undertone and it is probable that the advance would be lost with any considerable increase in marketing.

Trade for the week in fat beefs was topped by the sale of some heavyweights of a good grade at \$8.25 and \$8.50 in today's trade. Bulk of fat steers and yearlings cashed between the price limits of \$7.00 to \$8.00, a limited number of the commonest kinds \$6.00 to \$6.75.

Best fat heifers sold at \$6.75 to around \$7.50 with the bulk \$5.50 to \$6.50. Some good young cows on the heifer order brought \$6.00 to \$6.50 with bulk of fat cows \$4.50 to \$5.50, only very few fat cows suitable for straight carcass beef purposes \$4.00 to \$4.50.

(Continued on page 46.)

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Saturday, March 10, 1923:

CATTLE.			
	Week ending Mar. 10.	Previous week.	Cor. week.
Chicago	25,399	28,694	35,686
Kansas City	21,847	23,821	19,831
Omaha	15,416	18,089	19,232
East St. Louis	11,988	10,326	4,798
St. Joseph	8,700	9,043	7,419
Sioux City	5,968	6,899	5,923
Cudahy	719	.....	533
Philadelphia	2,096	2,188	2,624
Indianapolis	1,874	2,008	.....
Boston	1,291	1,481	1,446
New York and Jersey City	9,536	9,978	10,049
Oklahoma City	5,025	5,969	5,094
Milwaukee	1,363	1,604	.....
Cincinnati	.....	.....	.....
HOGS.			
Chicago	163,600	147,800	118,000
Kansas City	54,783	61,295	33,475
Omaha	53,806	40,184	.....
East St. Louis	53,768	47,102	25,971
St. Joseph	45,337	50,603	27,286
Sioux City	30,220	42,965	20,563
Cudahy	17,521	20,199	8,889
Cedar Rapids	10,000	12,900	7,300
Ottumwa	12,806	15,612	8,999
South St. Paul	55,700	67,400	50,992
Fort Worth	10,000	10,100	16,100
Philadelphia	20,267	24,829	14,103
Indianapolis	29,537	24,970	23,200
Boston	20,016	23,767	14,956
New York and Jersey City	54,220	57,657	44,153
Oklahoma City	13,788	12,528	17,855
Milwaukee	9,760	11,800	8,500
Cincinnati	15,700	10,500	15,100
SHEEP.			
Chicago	48,307	37,529	45,178
Kansas City	23,742	21,205	17,724
Omaha	38,876	42,050	26,581
East St. Louis	502	2,702	3,432
St. Joseph	21,415	22,816	13,996
Sioux City	1,880	3,018	2,875
Cudahy	328	221	125
Philadelphia	3,073	5,023	5,232
Indianapolis	218	432	.....
Boston	3,959	7,499	4,853
New York and Jersey City	37,798	34,434	28,349
Oklahoma City	11	80	49
Milwaukee	105	365	.....
Cincinnati	.....	.....	.....

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, March 10, 1923, are reported by The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	5,307	21,100	12,757
Swift & Co.	6,106	12,400	18,015
Morris & Co.	5,620	20,600	10,612
Wilson & Co.	4,220	20,700	6,923
Anglo-Amer. Prov. Co.	941	3,400	.....
G. H. Hammond Co.	2,921	5,800	.....
Libby, McNeill & Libby	875	.....	.....
Brennan Packing Co.	6,300 hogs;	Miller & Hart,	.....
6,600 hogs; Independent Packing Co.	8,900 hogs;	Boyd, Lunham & Co.	6,400 hogs; Western Packing
& Provision Co.	13,500 hogs; Roberts & Oake,	7,200 hogs; others,	25,400 hogs.
KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,837	850	10,020
Cudahy Pkg. Co.	2,340	1,046	8,120
Fowler Pkg. Co.	1,030	64	.....
Morris & Co.	3,007	1,041	9,536
Swift & Co.	3,475	894	18,903
Wilson & Co.	3,570	627	9,104
Local butchers	900	168	1,100
Total	17,159	4,688	54,783
ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	2,541	6,783	3,352
Swift & Co.	2,260	8,312	2,978
Morris & Co.	237	375	96
St. Louis Dressed Beef Co.	1,128	.....	.....
Independent Pkg. Co.	780	5,834	97
East Side Pkg. Co.	517	5,451	201
Hell Pkg. Co.	22	.....	.....
American Pkg. Co.	146	1,845	.....
Krey Pkg. Co.	93	1,579	.....
Sartorius Prov. Co.	11	584	.....
Sieffelt Pkg. Co.	162	1,279	27
Butchers	5,594	18,696	958
Total	13,493	52,538	7,709
ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	3,279	341	22,927
Hammond Pkg. Co.	2,397	265	10,927
Morris & Co.	1,826	479	11,336
Others	2,507	80	12,456
Total	10,009	1,165	57,646
SIOUX CITY.			
	Cattle.	Calves.	Hogs.
Cudahy Pkg. Co.	2,224	149	20,883
Armour & Co.	2,255	40	20,664
Swift & Co.	1,068	17	913
Swift & Co.	1,068	17	913
Sacks Bros. Pkg. Co.	64	28	.....
Smith Bros. Pkg. Co.	46	21	.....
Local butchers	84	31	.....
Eastern packers	51	.....	19,910
Total	5,810	286	5,970

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,510	1,097	8,857	7
Wilson & Co.	1,494	882	7,247	4
Other butchers	38	4	184	.....
Total	3,042	1,983	13,788	11
ST. PAUL.				
	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,883	5,398	32,462	879
Armour & Co.	1,675	3,532	21,430	1,022
Katz & Horn Pkg. Co.	231	40	.....	.....
Herr & Rifkin	245	98	.....	.....
J. R. King	37	6	13	.....
Others	473	53	6,984	1
Total	5,544	9,097	60,889	1,902
CINCINNATI.				
	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	392	255	2,723	160
Kroger Groc. & Bak. Co.	353	.....	.....	.....
C. A. Freund	48	60	199	.....
Gus Juengling	194	71	3,108	20
J. F. Schroth Pkg. Co.	27	.....	.....	.....
H. H. Meyer Pkg. Co.	19	.....	2,547	.....
J. Hilberg & Sons	170	.....	.....	42
W. G. Rehn's Sons	101	.....	.....	.....
Peoples Pkg. Co.	182	100	.....	.....
Ideal Pkg. Co.	43	2	.....	.....
A. Sander Pkg. Co.	.....	.....	982	.....
J. Vogel Sons	.....	.....	897	.....
J. Hoffman's Sons	.....	.....	519	.....
Lohrey Pkg. Co.	.....	.....	220	.....
Meier Pkg. Co.	.....	.....	864	.....
Bam Gall	.....	.....	109	.....
J. Schiacter's Sons	.....	.....	4	.....
Ehrhart & Son	.....	.....	26	.....
F. Blackburn	.....	.....	21	.....
Total	1,709	497	12,251	382
INDIANAPOLIS.				
	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,819	448	13,290	72
Moore & Co.	.....	.....	8,558	.....
Ind. Abat. Co.	.....	.....	3,014	12
Armour & Co.	112	24	3,470	39
Hilgemeier Bros.	.....	.....	730	.....
Brown Bros.	113	13	124	.....
Worm & Co.	105	.....	246	.....
Meier Pkg. Co.	.....	.....	416	.....
Schussler Pkg. Co.	.....	.....	94	.....
Ind. Prov. Co.	6	8	192	.....
Riverview Pkg. Co.	.....	52	372	.....
Miscellaneous	241	189	240	12
Eastern buyers	1,078	2,101	12,741	75
Total	4,688	2,987	39,144	211
WICHITA.				
	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	524	58	8,561	190
Dold Pkg. Co.	198	20	5,201	.....
Local butchers	71	4	.....	9
Total	1,093	582	11,768	199
DENVER.				
	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	647	84	3,304	1,532
Armour & Co.	640	91	4,429	2,615
Blaney-Murphy Co.	338	.....	1,047	26
Miscellaneous	407	44	1,243	235
Total	2,032	219	10,023	4,408
MILWAUKEE.				
	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,008	10,066	8,179	70
Swift, Harrison	31	.....	.....	.....
United Dressed Beef Co.	62	.....	.....	.....
Layton Co.	.....	.....	1,167	.....
R. Gump & Co.	.....	.....	225	.....
F. C. Gross & Bros.	67	29	.....	.....
Butchers	183	412	121	35
Traders	399	129	19	.....
Total	1,835	10,636	9,760	105
RECAPITULATION.				
Recapitulation of packers' purchases by markets for the week ending March 10, 1923, with comparisons:				
	Cattle.	Calves.	Hogs.	Sheep.
	Week ending March 10.	Previous week.	Cor. week.	
Chicago	25,399	28,694	35,686	
Kansas City	17,159	17,905	31,908	
Omaha	53,806	40,184	19,831	
St. Louis	13,493	13,483	17,831	
St. Joseph	10,009	10,009	11,489	
Sioux City	5,810	6,414	8,913	
Oklahoma City	3,042	3,042	3,367	
St. Paul	5,544	6,317	6,317	
Cincinnati	1,709	1,709	1,905	
Indianapolis	4,688	4,688	4,851	
Wichita	1,093	1,093	902	
Denver	2,032	2,032	1,963	
Milwaukee	1,835	1,835	2,034	
Hogs.				
Chicago	163,600	147,800	118,000	
Kansas City	54,783	61,295	33,475	
Omaha	53,806	40,184	19,831	
St. Louis	52,538	52,538	63,572	
St. Joseph	57,646	57,646	58,290	
Sioux City	5,970	6,899	60,461	
Oklahoma City	13,788	12,528	12,528	
St. Paul	9,097	60,889	60,889	
Cincinnati	1,709	1,709	1,905	
Indianapolis	39,144	39,144	35,709	
Wichita	11,768	11,768	10,109	
Denver	10,023	8,561	8,561	
Milwaukee	9,760	9,760	9,335	
Sheep.				
Chicago	48,307	37,529	45,178	
Kansas City	23,742	21,205	17,724	
Omaha	38,876	42,050	26,581	
St. Louis	7,709	7,709	5,664	
St. Joseph	25,560	25,560	31,083	
Sioux City	2,120	2,120	2,890	
Oklahoma City	11	11	80	
St. Paul	1,902	1,902	3,433	
Cincinnati	382	382	438	
Indianapolis	211	211	572	
Wichita	199	199	253	
Denver	4,408	4,408	4,924	
Milwaukee	105	105	365	

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—Movement in packer hides one day this week embraced about 20,000 February-March St. Paul light cows at 14½¢ and 20,000 regular January heavy cows at 15¢, the former representing ¼¢ appreciation and the latter a sharp decline. Movement in native steers this week approximated 100,000. Brands were moved to the extent of about 125,000 and former business in light cows at 14½¢ took in about 20,000. A car of January-February-March branded bulls made 11½¢. Packers have January steers unsold and talk 19¢ with some sellers still demanding 20¢. Winter stock sold at 18½¢ as previously noted. Texas and butts quoted 18¢; Colorados, 17¢; branded cows, 13¢; heavy cows, 15¢ paid and 25,000 involved instead of 20,000 as reported above. Lights 14½¢ paid for St. Paul. Further business pending at other points of slaughter at 14½¢ nat.; bulls, 13½¢; branded, 11½¢ paid.

COUNTRY HIDES.—The intense excitement prevailing in large and small packer hides leaves the country descriptions entirely unaffected. Tanners simply ignore the active feature of other descriptions of leather raw stock and claim they are not justified in operating at this time, based on conditions in the leather market. Holders of hides for the most part are sitting back waiting for tanners to earnestly seek material. Stocks of hides are moderately ample but are in firm hands, practically all the fall stock having filtered through to the larger distributing centers. Current quality hides are not held in any volume in any one section. Country collectors have kept sold up well but now evince more of a desire to speculate on their current collections. Offerings of hides in any quality therefore are relatively small, which adds to the quietness but does not change tanners in their attitude toward the market.

All weight hides in the country sections are priced at 12½¢ delivered in most all sections. Bids, when returned are usually at 12¢, which figure was lately paid. Heavy steers are priced up to 14¢ hereabouts. Heavy cows and butts are quoted at 12½¢ nominal for mixed descriptions and 13¢ asked for fall varieties. Tanners want to operate at 12¢; extremes range at 13¢@14¢ with the outside talked locally for the fall varieties. Branded country hides quoted

at 10½¢@11¢ flat basis as to sections and descriptions with moderately good call noted in the southwest. Country packer branded hides are quoted at 12¢ paid here and coast varieties 11½¢@14¢ asked. Bulls 10½¢@11¢ paid and asked and country packers at 12¢@12½¢ asked; glue hides 8¢@8½¢ last paid.

NORTHWESTERN HIDES.—Twin Cities markets display nothing new in the way of market development. Holdings are small and firmly held for the last sales basis and some lots talked a trifle stronger in view of the scarcity of material. All weight seasonable stock is quoted at 12½¢; light hides 13½¢ paid and heavy weights 12½¢ asked with bids at 12¢. Bulls 10¢@10½¢; kipskins, 13½¢@14¢ nominal and calfskins at 14¢@17¢ for varieties; horse hides command \$4.50@5.00 as to varieties.

CALFSKINS.—Local city calfskins sold this week at 17¢ for 8@10 weights. A car of straight weights brought 17¢ today. About 35,000 January packer skins sold at 18½¢ late last week, just coming to light now, moving to two tanners, east and west. Other parcels are held at that figure. Outside city skins are quoted at 15¢@17¢ as to descriptions; countries, 14¢@15¢, and deacons \$1.00@1.15 paid; outside lots 90¢. Slunks, \$1.25@1.40 asked for packer regulars. Kipskins are very dull and quoted 16¢ asked for cities. Packers talk 17¢@17½¢; outside varieties, 13¢@16¢.

MISCELLANEOUS MARKETS.—Dry hides are quoted steady in tone at 17¢ for business with sellers asking 18¢@20¢. Horse hides of average description command \$4.75; some lots bring \$5.00; renderers quoted \$5.50 top; some held higher; country lots quoted \$4.25@4.75. Packer pelts sold again at \$3.50, cleaning the market to slaughter. Small packer material quoted \$3.15@3.40; tendency in pelts is easy. Dry stock 29¢@31¢ talked; pickled skins, \$5.50@7.50 dozen; hogskins, 15¢@25¢; strips, 6¢@6½¢ asked and last paid.

New York.

PACKER HIDES.—Action in the west has not as yet influenced the city slaughter situation. Sellers feel that they are in command of the market and are waiting for buyers to come up to the counter. This is especially true in regard to the branded situation. Native steers are held in a moderate way at 18½¢@19¢ for Janu-

ary stock, while midwinter slaughter on the basis of western sales is worth only 18¢. Butts are priced at 17½¢ and Colorados 16½¢; cows, 14¢ nominal.

SMALL PACKER HIDES.—Negotiations are pending on eastern small packer hides, with buyers still endeavoring to purchase at 13½¢ basis. Producers have their ideas pegged at 14¢, which was a recently paid figure. Steers alone are quoted at 17½¢@18¢ nominal. Bulls, 12½¢ paid and nominal.

CALFSKINS.—Developments in the western untrained city skin market has caused buyers of trimmed New York stock to slacken their operations to watch the market. Last business in three weight skins was at \$1.55@2.25@2.90 basis, with the intimation being given in certain quarters that possibly a slight shading might be effected on further business, in the heavier weights. Outside city skins continue quoted in a range of \$1.20@1.40 as a basis on lights. Untrimmed skins range at 15¢@17¢ for qualities. Kipskins are quiet at \$3.20 and \$4 last paid; butter-milks, \$2.85.

COUNTRY HIDES.—Eastern stock, 13½¢ asked; mixed qualities range down to 13¢ asked. Southern light hides are quoted about 12¢@12½¢ for tick free, mildly grubby lots, with occasional sales in this range. Far southern stock quoted around 11½¢. Canadian lights are bringing 12½¢@13¢ flat basis, with the outside for exceptional stock. Canadian small packer stock is freely offered in current kill at 13½¢ without locating friends. Butts weights in the various sections are quiet and quoted variously at a cent or a trifle more discount.

CHICAGO HIDE QUOTATIONS.

(Special Report to The National Provisioner from J. F. Nicolau.)

Chicago, March 17, 1923.—Quotations on hides at Chicago for the week ending March 17, 1923, with comparisons, are as follows:

PACKER HIDES.				
	Week ending Mar. 17, '23.	Week ending Mar. 10, '23.	Corresponding week, 1922.	
Spread native steers	20	22	23	@15¢
Heavy native steers	@18½¢	19	20	@13½¢
Heavy Texas steers	@18¢	17½	18	@12½¢
Heavy butt branded steers	@18¢	17½	18	@12½¢
Heavy Colorado steers	@17¢	16½	17	@11½¢
Ex-Light Texas steers	@13¢	12½	13	@10¢
Branded cows	@13¢	12½	13	@10¢
Heavy native cows	15½	16	16	@12¢
Light native cows	@14½¢	14	14½	@11¢
Native bulls	@13½¢	13½	14	7½ @8¢
Branded bulls	@11½¢	11½	12	@7¢
Calfskins	@18½¢	18	18½	@17½¢
Kip	@17½¢	17	17½	@15½¢
Light calf	\$1.30@1.35	\$1.30@1.35	\$1.25@1.30	@15¢
Slunks, regular	\$1.00@1.10	\$1.00@1.10	\$1.00@1.10	@15¢
Slunks, hairless	35	35	35	@75¢
Light, Native, Butts, Colorado and Texas steers	1c per lb. less than heavies.			

CITY AND SMALL PACKERS.				
	Week ending Mar. 17, '23.	Week ending Mar. 10, '23.	Corresponding week, 1922.	
Natives, all weights	@13½¢	@14¢	11½	@12¢
Bulls, native	11½	@12¢	6	@7¢
Branded hides	11½	@12¢	7	@8¢
Calfskins	@17½¢	18	18½	@17¢
Kip	@16½¢	17	17½	@15½¢
Light calf	\$1.10@1.15	\$1.10@1.15	\$1.05@1.10	@15¢
Slunks, regular	\$1.00@1.10	\$1.00@1.10	\$1.00@1.10	@15¢
Slunks, hairless	35	35	30	@60¢

COUNTRY HIDES.				
	Week ending Mar. 17, '23.	Week ending Mar. 10, '23.	Corresponding week, 1922.	
Heavy steers	12½	@13½¢	12½	@13½¢
Heavy cows	12	@13¢	12	@13¢
Butts	12	@13¢	12	@13¢
Extremes	12½	@13½¢	12½	@13½¢
Bulls	10	@10½¢	10	@10½¢
Branded	10	@10½¢	10	@10½¢
Calfskins	14	@15¢	15	@16¢
Kip	13	@14¢	13	@14¢
Light calf	\$1.10@1.20	\$1.10@1.20	\$1.15@1.25	@15¢
Deacons	\$0.90@1.00	\$0.90@1.00	\$0.95@1.05	@10¢
Slunks, regular	60	@75¢	50	@60¢
Slunks, hairless	25	@30¢	30	@35¢
Horsehides	\$4.50@5.00	\$4.50@5.00	\$3.00@4.00	@25¢
Hogskins	15	@20¢	15	@20¢
Prices quoted are f. o. b. Chicago or Chicago freight equalized, for straight carloads or more to tanners.				
Dealers' price range	1½¢@2¢ per lb. less.			

SHEEPSKINS.				
	Week ending Mar. 17, '23.	Week ending Mar. 10, '23.	Corresponding week, 1922.	
Large packers	@3.50	\$3.47½	@3.61	\$2.30@2.40
Small packers	\$3.10@3.40	3.20	@3.40	2.10@2.20
Packer shear-lings	1.15@1.25	1.20	@1.25	.50@.60
Country pelts	1.75@2.75	1.75	@2.75	1.50@2.00
Dry pelts	27	@31¢	27	@31¢

Stocks and Distribution of Hides and Skins

Stocks of hides and skins, and stocks and production of leather for the month of January, based on reports received by the Bureau of the Census from 4,765 manufacturers and dealers, are reported by the U. S. Department of Commerce in the tables given below.

The total number of cattle hides held in stock on January 31, 1923, by packers and butchers, tanners, dealers, and importers (or in transit to them) amounted to 6,384,131, as compared with 6,345,676 on December 31, 1922, and with 6,053,212 on January 31, 1922. The stocks of calf and kip skins amounted to 4,086,044 on January 31, 1923, as compared with 4,461,946 on December 31, 1922, and 3,943,483 on January 31 of last year. Goat and kid skins numbered 8,938,007 on January 31, 1923; 8,730,219 on December 31, 1922; and 8,998,462 on January 31, 1922. The stocks of sheep and lamb skins on January 31, 1923, amounted to 9,188,283; on December 31, 1922, to 9,151,484, and on January 31 of last year, to 12,280,831.

COMPARATIVE SUMMARY—STOCKS OF PRINCIPAL KINDS OF RAW HIDES AND SKINS.

Kind.	—Stocks on hand and in transit—		Stocks disposed of during	
	January, 1923.	December, 1922.	January, 1923.	January, 1923.
Cattle—Total, hides	6,384,131	6,345,676	6,053,212	1,936,659
Domestic, packer, hides	3,283,203	3,358,017	2,787,540	1,073,863
Domestic, other than packer, hides	1,750,741	1,589,414	1,963,415	515,066
Foreign (not including foreign-tanned), hides	1,350,185	1,418,245	1,302,257	347,728
Buffalo, hides	127,624	108,803	145,893	33,398
Cattle and kip, foreign-tanned, hides and skins	74,638	74,991	139,500	2,412
Calf and kip, skins	4,086,044	4,461,946	3,943,483	975,612
Horse, Colt, Ass. and Mule—				
Hides, hides	155,287	127,790	249,967	44,245
Fronts, whole fronts	127,215	115,019	65,596	5,147
Butts, whole butts	460,755	455,977	191,741	17,937
Shanks, shanks	47,620	154,450	44,253	59,200
Goat and kid, skins	8,938,007	8,730,219	8,998,462	1,805,509
Gabretta, skins	1,079,410	929,670	500,093	99,452
Sheep and lamb, skins	9,188,283	9,151,484	12,280,831	3,408,471
Sheep and fashers, pieces	1,814,577	2,141,172	1,804,805	797,050
Kangaroo and wallaby, skins	282,578	243,257	309,803	.....
Deer and elk, skins	207,313	188,271	277,210	76,208
Pig and hog, skins	98,849	95,958	117,290	84,100
Pig and hog strips, pounds	402,470	318,831	287,415	141,061

ICE AND REFRIGERATION

ICE NOTES.

Piedmont, Ala., is going to erect a new ice plant in the near future.

The National Ice Co., San Rafael, Calif., is going to construct a new cold storage plant.

The Merchants Ice & Cold Storage Co., Louisville, Ky., is planning to erect a new plant.

Plans are being made for the erection of a new ice and cold storage plant at Visalia, Calif.

The Central California Ice Co., Taft, Calif., is going to erect a new ice plant in the near future.

The Alliance Ice Co., Denton, Tex., will shortly make improvements to its plant to cost about \$80,000.

E. A. Fisher has incorporated the Consumers Ice & Coal Co., Blytheville, Calif., with a capital of \$50,000.

The K. C. Power & Light Co., Carrollton, Mo., is considering plans for remodeling its plant in the near future.

The American Ice Co., 623 North Eden street, Baltimore, Md., is going to build a new plant in the near future.

The Rock Island Ice Co., Fort Worth, Tex., has been incorporated and has increased its capital from \$15,000 to \$40,000.

The New States Ice Co., Oklahoma City, Okla., has bought the property of the Anheuser-Busch Company of St. Louis, in Oklahoma City, for \$125,000. It is planned to make improvements to cost about \$250,000.

The Vacuum Refrigerator Corporation has been incorporated at Wilmington, Del., with a capital of \$1,000,000, and its fiscal agent is the Corporation Trust Company of America.

The Laurens Ice & Cold Storage Co., Laurens, S. C., has been incorporated with a capital of \$40,000. The officers are as follows: C. F. Fleming, president, and F. H. Caine, vice-president.

The Crystal Ice Co., the Fifth Avenue Coal Co., and the National Ice Co. of Columbus, O., have recently consolidated and will be known as the City Ice & Fuel Co. of Columbus. The officers of the new company are as follows: George H. Kittredge, Columbus, president; Joseph Adams, Cincinnati, vice-president; J. M. Bluin, Cleveland, secretary; and C. M. Rose, Columbus, treasurer.

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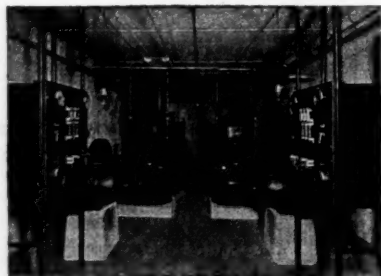
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DAIRY AND EGG STORAGE.

Cold storage holdings of dairy products and eggs in the United States March 1, 1923, with comparisons are reported by the U. S. Bureau of Agricultural Economics as follows:

	Mar. 1, 1923.	5-year avg. 1922.	Mar. 1, 1923.	Mar. 1, 1923.
Creamery butter.....	16,122	23,050	22,582	8,914
Packing stock butter.....	349	1,568	1,538	235
American cheese.....	26,593	22,820	15,066	20,708
Swiss cheese.....	4,824	2,353	2,992	3,607
Brick and Munster.....	1,259	993	1,602	908
Limburger.....	618	398	493	549
Cottage, pot and bakers'.....	380	1,904	1,677	351
Cream and penicchatel.....	146	104	159	96
All other cheese.....	3,408	2,835	3,549	3,371
Egg cases.....	213	26	13	13
Frozen eggs.....	18,517	13,214	13,193	14,596

POULTRY IN COLD STORAGE.

Frozen poultry holdings in the United States on March 1, 1923, are reported as follows:

	Mar. 1, 1923.	5-year avg. 1922.	Mar. 1, 1923.	Mar. 1, 1923.
Broilers.....	13,137	10,086	10,250	11,282
Roasters.....	43,516	25,802	33,009	41,445
Fowls.....	20,519	18,156	16,746	18,658
Turkeys.....	13,240	7,963	7,639	13,410
Miscellaneous.....	31,220	20,535	21,068	28,730

Total.....121,632 82,542 88,440 113,475
NOTE—These holdings include stock in both cold storage warehouses and packing house plants. Excepting case eggs, all items are in terms of pounds. Thousands, i. e., 000 omitted from above tables.

NO KANSAS MUNICIPAL ICE PLANTS.

The Attorney General of the State of Kansas recently made a public statement regarding the operating costs and prices charged for ice, by municipal ice plants operated at Omaha, Nebraska, and Weatherford, Oklahoma.

The attorney general strongly advocated the passage by the Kansas legislature of the Wilson bill, which in effect authorized the issuance of bonds for the construction of ice plants. After considerable discussion in the legislature, the bill was referred to the combined house committees of the first, second and third class.

Following an extended hearing in February the three committees have decided to kill the measure. Similar propositions have failed of passage in several legislatures of recent years.



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Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Warehouse & Distributing Co., 1 Mt. Hope St.
Savannah—Savannah Brokerage Co.
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INTERSTATE COMMERCE CASES.

(Continued from page 21.)

Soap, Lard & Lard Substitute Rates.—No. 14451 (Sub. No. 4). Armour & Co. et al., Chicago, Ill., vs. St. L.-S. F. et. al. Unjust and unreasonable rates on soap, lard and lard substitute from Chicago to destinations in Oklahoma, Arkansas, Louisiana, Texas, Missouri, Kansas and New Mexico. Asks cease and desist order and just and reasonable rates.

Butter and Dairy Rates.—No. 14702. Minnesota Co-operative Creameries Assn., Inc., St. Paul, Minn., vs. C. M. & St. P. et al. Unjust and unreasonable charges on butter and other dairy products from points in Minnesota to eastern destinations. Asks for establishment of a concentration rate or the fixing of a stoppage in transit rule without charge where car is not taken out of train but is loaded at intermediate stations, and also relief from carriers' charges for stopping in transit shipments of butter tubs and salt in connection with distribution of such articles to complainant's members.

Vegetable Oil Rates in South.—No. 14703. Falmine Co., Inc., New York, N. Y., vs. Illinois Central et al. Unjust and unreasonable rates on vegetable oil from points in Mississippi and Tennessee to Dobbs Ferry, N. Y. Asks cease and desist order, just and reasonable rates and reparation.

Rates on Sheep.—Examiner T. John Butler has recommended the dismissal of No. 13686, Charles S. Hardy vs. Director-General, on a finding that rates on sheep in double-decked cars, from Lund and Modena, Utah, to San Diego, Cal., were not unreasonable.

Rates on Livestock.—In No. 12268, South Dakota Commission vs. Chicago & Northwestern et al., opinion 8255 (77 I. C. C. 451-64), the Commission found unreasonable and unduly prejudicial rates and min-

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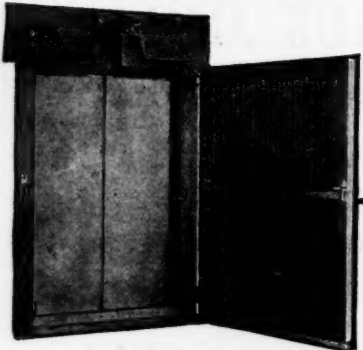
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No frail spring hinge humpbug to rust out and be renewed every little while.

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imum weights on ordinary livestock from points in South Dakota to market and intermediate points in Minnesota, Wisconsin, Illinois, Iowa, Missouri and Nebraska, and prescribed a scale, to be published not later than May 25, on statutory notice, beginning with 9 cents for ten miles and less; 20 cents for 100 miles; 28 cents for 200; 35 for 400; 38½ for 500; 42 for 600; and 61 for 1,200 miles. This scale is to apply on single-line hauls of 500 miles and less and for single and multiple-line hauls in excess of 500 miles, in double-decked cars, from points of origin on the east of the Missouri. From points west, the rates are to be increased by differentials, which begin with 2 cents on cattle, calves, and so forth, in double-deck cars, for 25 miles or less; 2.5 cents in single-deck cars; and 3 cents on sheep in single-deck cars. Rates, Milwaukee and Cudahy, are not to exceed Chicago. The decision also provides for graded minima.

Outbound Shipments of Refined Cottonseed and Vegetable Oils, in Iron Drums vs. Barrels.—Application for the privilege of shipping the various oils from transit points in drums as well as barrels, has been favorably accepted and tariffs are being modified in the various territories on various dates as occasion for republication or revision of the current tariff arises.—No uniform effective date is being observed.

PERISHABLE FREIGHT DOCKET

The subjects listed below will be given consideration by the national perishable freight committee at a hearing to be held at committee headquarters, Room 1404, Pontiac Building, 542 South Dearborn street, Chicago, Illinois, on Tuesday, March 27, 1923, commencing at 10:00 a. m.

Shippers desirous of presenting their views on any of the subjects may appear before the committee or communicate with the chairman prior to the date mentioned.

Subject No: 593—†Failure to specify on bills of lading refrigeration service on shipments in packages containing ice. 704—†Clarification of Rule No. 50—Allowance for racks and strips with perishable freight. 706—†Charges on shipments reconsigned moving under through stated refrigeration charges. 713—†Through stated refrigeration charges on dairy products. 750—†Ohio groupings. 751—†Shippers' instructions on shipments moving in individual cars. 754—*Handling shipments under Rule No. 225 with bunkers of tanks three-fourths full. 762—†Half-tank refrigeration service. 768—*Charges for Carriers' Protective Service against cold in dollars per carload in lieu of cents per 100 pounds. 773—*†Cars furnished versus cars ordered. 774—*Transportation of attendants in charge of mixed shipments of bananas with fruits and vegetables. 791—†Heater charges to and from Arkansas and Oklahoma points. 793—*Computing period of detention on cars placed prior to date ordered. 794—*Extension of time limit on cars delayed by shipper at loading station. 795—†Designating class of protective service covering individual car movement—Clarification Rule No. 630. 796—*†Re-icing in transit shipments initially iced billed "Do not re-ice" moving under Rule No. 240. 798—†California groupings. (San Diego & Arizona Railway.) 801—†Stated refrigeration charges on fruits and vegetables handled in individual cars. 803—†Handling shipments of eggs in individual cars. 809—†Charge for ice supplied to cars detained at destination when moving under provisions of Rule No. 630. 810—*Carriers replenishing fuel in transit on traffic moving under Shippers' Protective

Service Against Cold. 818—†Free return transportation of caretakers when shipper installs portable heater. 820—†Cost of ice at points on Missouri and North Arkansas Railway Company. 825—*Differential to be charged on fruits and vegetables iced after loading. 826—*Prepayment of detention charges accruing at shipping points. 827—†Idaho groupings. 828—†Stated refrigeration charges on mixed carloads of fruits, vegetables and melons.

*Docketed by shipper.

†Docketed by carrier.

ST. PAUL LIVESTOCK MARKETS.

(Continued from page 42.)

Canners and cutters sold from \$2.50 to \$3.75. Bologna bulls brought \$3.75 to \$4.75 today, the big end of the medium and heavy weights \$4.25 to \$4.50.

Veal calves are mostly steady with a week ago, best lights selling today largely at \$8.00, a few extra choice vealers on up to \$9.00. Seconds brought \$4.00 to \$5.00 with \$4.50 the popular price.

The hog run this week has fallen off slightly compared with a week ago but is still considerably heavier than in 1922. The total for the first three days this week is 37,500 against 41,300 last week and 24,700 a year ago. The hog market has been strengthened by a fairly broad demand on the part of local buying interests as well as news of higher markets at outside points and prices prevailing today are around 10 to 15c higher compared with a week ago. Best of the 150 to 170 lb. hogs sold to shippers today at \$8.10 with bulk of the 180 to around 275 lb. butchers at \$8.00, some heavy butchers \$7.90 and \$7.95. Packing sows are selling largely at \$6.50 to \$6.75. Bulk of the killing and feeding pigs sold today at \$7.50.

The lamb market is weak while the sheep market is strong compared with last Wednesday. Best fed western lambs sold at \$14.40 and \$14.50 this week with fairly good natives cashing at \$14.00, seconds and heavies from \$11.00 to \$12.00. Two doubles of choice 100 lb. Montana ewes sold at \$8.25 here this week, establishing a new top for the year on this class with other good fed ewes selling from \$7.50 to \$8.00, heavy weights today mostly \$6.00, culls and canners \$2.00 to \$4.00.

LOUISVILLE.

(Special Letter to The National Provisioner.)

Louisville, Ky., March 14.

With a lighter supply of cattle for the first half of the week, trade ruled active on the handyweight killing classes with values steady to 25c higher. Heavy steer trade was slow and inactive with several loads at \$8 and other lots up to \$8.25. Cows and bulls were fully steady. A broad demand was noted for stockers and feeders of all kinds.

Prime heavy steers, \$8@8.75; beef steers, \$5.50@8.25; heifers, \$4@8.25; cows, \$2@6.50; bulls, \$3.50@6.50.

Hog trade has been brisk, with lighter arrivals than the previous week, and a good broad demand from local packers has been in evidence so far this week. A good clearance was affected each day, and more hogs are needed to supply the broad local outlet.

Top hogs, 165 lbs. to 250 lbs., \$8.60; 120 lbs. to 165 lbs., \$8.35; 250 lbs. up, \$8.15; pigs, 90 lbs. to 120 lbs., \$7.50; 90 lbs. down, \$6.25; throwouts, \$6.60 down.

Sheep and lamb receipts have been very moderate, and with a good local demand prices held fully steady. Best lambs brought \$14 down, seconds \$7@8; best sheep, \$5 down; bucks, \$3 down.

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UNITED CORK CO.'S

50 Church Street
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FOR PURCHASING DEPARTMENTS

A BIG TANK CONTRACT.

In spite of the discussion now going on about rendering, the day of the rendering tank does not seem to have passed. Last week the sanitary board of the city of Indianapolis awarded a contract for the building and installation of 32 motor-driven sanitary rendering tanks to William G. Morrison of Dayton, O., the well known manufacturer of sanitary rendering and drying tanks. These tanks are for the new garbage reduction system of the city of Indianapolis. In making the award the city engineer stated that this system would make a big saving in reduction cost.

A MODEL SAUSAGE PLANT.

The new sausage and provision plant of B. S. Pincus & Co., on North American street, Philadelphia, Pa., is nearing completion, and will be a model for the meat and provision trade to follow. The building is of reinforced concrete, four stories high, and has all the modern conveniences. The entire equipment will be furnished by R. T. Randall & Co. of Philadelphia, including their own makes of air stuffers, latest type silent cutters, mixers, electric veal loaf oven, cooking kettles, scrapple kettles and mixers; in fact, a completely equipped plant for turning out 30,000 to 40,000 pounds of sausage per day. Sausage makers and others are invited to inspect this plant before making changes in or additions to their own.

OFFENHAUSER SYSTEM FOR SWIFT.

While nearly all of the big packing-houses have been making investigations of the Offenhauser rotary beef scrap and offal roaster, and many have decided to install it, it remained for Swift & Company to be the first to get their order in, say the manufacturers.

The two machines in operation in the plant of the Consolidated Dressed Beef Co. in the West Philadelphia stockyards were designed for the exclusive use in this plant. It was their remarkable success in handling the roughest abattoir offal that gave the inventor the idea of sharing this revolutionary and extremely profitable system with the whole packinghouse world.

Officials of boards of health, packing-house executives, engineers from rendering establishments, and members of the government inspection staff have made trips from far and near to study this system. All have gone away astonished and envious. It abolishes the slaughterhouse nuisance, according to the claims of the manufacturers.

YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of York are reported by the York Manufacturing refrigerating machinery and equipment Company, York, Pa., as follows:

The Hanford Produce Co., of Sioux City, Ia., have added to the York refrigerating equipment in their plant York air dehumidifying system and the necessary equipment and apparatus for remodelling their

freezing system to operate on the York improved raw water system.

C. Grass & Sons grocery and meat market, Sanger, Cal., a 1½-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

R. H. Smith, meat market, Crofton, Nebr., one 3-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

R. G. Kurz & Co., meat market, Spokane, Wash., one 3¼-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Ray F. Williams, butcher, Cooperstown, N. Y., one 2-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Max Holzer, butcher, Pine Bush, N. Y., a 1-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

B. E. Brown, meat market, St. Petersburg, Fla., a 1-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Pacific Provision Co., Los Angeles, Cal., one 12-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

W. W. Dent, meat market, Ocilla, Ga., one 2-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Joseph Lukacs, meat market, Dayton, Ohio, one 3-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

W. G. Raines, meat curing establishment, Statesboro, Ga., one 5-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

Greason, Horn & Herzberger, meat market, 152nd street and Brook avenue, Bronx, New York, N. Y., one 6-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Fred Unger, meat market, 3510 Harrison avenue, Cincinnati, Ohio, a 1½-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Albert H. Schmidt, meat market, Selby, S. D., one 5-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Skagg's Cash Store, grocery and meat market, 2213 Broadway, Oakland, Cal., one ¾-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

B. Cohen, meat market, 3434 Burnett avenue, Cincinnati, Ohio, a 1½-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Stoll Meat Co., Aurora, Ind., one 10-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

E. F. Kirschner, meat market, Sauk City, Wis., one 15-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Skagg's Cash Store, grocery and meat market, 517 16th street, Oakland, Cal., one ¾-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

John Dvorchak, meat market, Hastings, Pa., a 1-ton vertical, single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

J. W. Reitman, meat market, Saylor Park Station, Cincinnati, Ohio, a 1½-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

C. C. Huber, meat market, Cincinnati,

Ohio, a 1½-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

A. W. Boutwell Mercantile Co., meat market, Columbia, Mo., a 1½-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

Crystal Palace Market, San Francisco, Cal., two 16-ton vertical single-acting, belt-driven, enclosed refrigerating machines and high pressure side complete.

H. De Koning, meat market, Lakeville, Minn., one 3-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

Madison Packing Co., Madison, Wis., one 25-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Lowe's Meat Market, Spencer, W. Va., a 1-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

Logan Howard, grocery and meat market, Paris, Ky., one 2-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

Leo F. Walz, meat market, Homer, Ill., a 1½-ton vertical single-acting, belt-driven enclosed refrigerating machine and high pressure side complete.

F. A. Bagg, farm meat storage, Mooreton, N. D., a 1½-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

George W. Marlow, meat market, Mayville, Mich., one 3-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Vern Clay, meat market, Rockford, Ohio, one 3-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Smith & Michel, meat market, Elm Grove, W. Va., have added to their York equipment one 8-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Charles A. Freund, packer, Cincinnati, Ohio, one 25-ton vertical single-acting, belt-driven, enclosed refrigerating machine and high pressure side complete.

Lesters Brothers, meat market, Clymer, N. Y., one 2-ton vertical single-acting, belt-driven, enclosed refrigerating machine, condensing side and complete refrigerating system.

Alexander Stephens, meat market, Newfane, N. Y., one 2-ton vertical single-acting belt-driven enclosed refrigerating machine, condensing side and complete refrigerating system.

International Provision Co., of Brooklyn, N. Y., one Flooded atmospheric ammonia condenser, 20 ft. long, 12 pipes high, of 2-in. pipe.

MOTOR TRUCKS WANTED ABROAD.

"The demand for motor trucks abroad is increasing rapidly. New passenger lines, road building, building construction and general improvement of business conditions all play a part in the increasing sale of 'made in America' trucks for export," says W. Ward Mohum, export manager of the Federal Motor Truck company. "Particularly in Japan, Australia, Porto Rico, Africa, San Domingo, Hawaii, India, South America and the Scandinavian countries is an increasing interest in highway transportation shown by recent orders received by the Federal Motor Truck company.

"We have every reason to believe," concluded Mr. Mohum, "that this year, as far as our company is concerned, will be a normal export year, and if it is we will send from 20 to 25 per cent of our output abroad."

Chicago Section

S. T. Nash, president of the Cleveland Provision Co., was in Chicago this week.

A. Duncan of the Akron Soap Works, Akron, O., was a recent visitor in Chicago.

H. N. Snitzer, a widely known broker of Toronto, Canada, was in Chicago during the week.

C. E. Dean, manager of the Wyoming Valley Beef Co., Wilkes-Barre, Pa., was in Chicago this week.

J. C. Dold, president of the Jacob Dold Packing Co., Buffalo, N. Y., was a recent visitor in Chicago.

Brayton Wilbur and Edward Wilbur of the Wilbur-Ellis company, San Francisco and Los Angeles, Cal., were visitors in Chicago this week.

Packers purchases of livestock at Chicago for the first four days of this week totaled 14,119 cattle, 6,905 calves, 45,559 hogs, and 22,120 sheep.

Miss Grace Thomas of Thomas & Co., Seattle, Wash., was in Chicago recently. Miss Thomas is a highly successful broker in oils and fats on the Pacific coast.

C. W. Mann of Scranton, Pa., who represents B. C. Winchell of Cortlandt, N. Y., and is well known to the trade, was in Chicago for a few days this week.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, March 10, 1923, for shipment sold out, ranged from 7.00 to 18.00 cents per pound, averaged 11.69 cents per pound.

S. A. McArthur, Victoria street, Liverpool, England, well known authority in the provision trade both in England and the United States, has been spending some weeks in this country and expects to return to England about the end of March.

Provision shipments from Chicago for the week ending March 10, 1923, with comparisons, were as follows:

	Last week.	Prev. week.	Last year.
Cured meats, lbs.	14,108,000	10,704,000	13,142,000
Lard, lbs.	10,701,000	9,134,000	4,551,000
Fresh meats, lbs.	26,137,000	21,189,000	27,211,000
Pork, lbs.	5,000	4,000	6,000
Canned meats, cases	15,000	8,000	10,000

Meat Trade Movies—No. 30



YOU ALL KNOW THESE THREE!

Here you have Chicago's most famous host entertaining two of his next-door neighbors. But entertaining is Max Guggenheim's evening employment only. In the daytime he helps Brother Fred make the Guggenheim Bros.' packing business wheels go round. To see Max bossing the packinghouse you would never recognize our noted dinner and entertainment impresario.

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Agricultural Economics is as follows:

While the demand for fresh meat was uneven and very slow at times the week's business will sum up about normal. Supplies were lighter and with the exception of slight fluctuations on the steer beef and some pork cuts prices held generally steady with last week's closing figures.

Chilled beef supplies were somewhat lighter than last week, with common and

medium grade forming the larger percentage of the offerings. Bulk of sales were from \$11.00 to \$14.00 or 50c higher than a week ago. The few choice steers available held steady with a week ago, while good and medium grade advanced 50c and common steers mostly \$1.00 over a week ago.

Steer lots included a good percentage of heifers of similar quality. She stock supplies consisted largely of common and medium cows of strong to heavy weight. Desirable handy weight butcher cows were comparatively scarce. All prices on cows held steady with a week ago. Chucks and ribs moved fairly well on a basis of last week's figures, while loins showed a slight decline. With supplies of bologna bull light, prices show no change from a week ago under a fair demand. Kosher beef prices held generally steady with a week ago under a fair demand.

Lighter supplies of veal offered some stimulant to the market and prices held generally steady with a week ago. General quality was fair with choice calves claiming a small percentage of the offerings.

Offerings of lambs were some lighter than last week. Demand suffered on light lambs of good quality, of which the supply was limited, the bulk of the offerings being heavy fed lambs. Prices held generally steady until after midweek when a slight decline was made on choice lambs.

Under a light demand the light offerings of mutton were cleared at prices generally steady with a week ago.

Lighter supplies of pork and a fair demand were responsible for prices holding close to last week closing basis. Fluctuations were less, including in general on a more even basis.

Compared with last Friday choice steers unchanged, other grades 50c to \$1.00 higher, cows, bull, veal and mutton unchanged, choice lambs \$1.00 lower, other grades unchanged, pork loins generally steady, shoulders unchanged, picnics \$1.00 lower, Boston butts and spare ribs steady, 50c higher. There will be light carry-over of beef and lamb, with mutton, veal and pork well disposed of.

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LEON DASHEW
Counselor At Law
15 Park Row New York

References

Armour & Company The Cudahy Packing Co. Austin Nichols & Co. New York Butchers Dressed Meat Co.	Joseph Stern & Sons, Inc. Manhattan Veal & Mutton Co. United Dressed Beef Co.
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The Passing of Old "Butch"

[EDITOR'S NOTE.—Those who were fortunate enough to read the delightful "Packingtown Reminiscences" by John Neil Carbray, which appeared serially in THE NATIONAL PROVISIONER about a year ago, will be interested in these verses, which chronicle the passing of the principal character in his story—the old-time cattle butcher.]

There's a dearth of old-time butchers
On the cattle killing floor;
Many "rimmed" and "skun" their last run,
Their skinning days are o'er.
A few are relegated to the rear,
And—if it's any news—
You'll find 'em in the washgang
A-trimming off the bruise.

The old-timer is as rare now
As diamonds on the street,
For tramping 'round the country
Sure his record can't be beat.
He skun the "long horns" down the
"Road,"

He skun 'em in the "Yards";
And he'd skin the dearest friend he had
In a bar-room playing cards.

He skinned 'em out in Kansas,
Down by the river Kaw;
Then summered some on Indian Hill,
Way out in Omaha.
When he pulled his freight for Texas
It was hard to understand,
We found him skinning cattle there
Down on the Rio Grande.

Far away in Colorado
He skun them in the camp.
He skinned 'em on the "round-up"—
He and another scamp.
He skinned 'em on the mountains
And skun 'em on the plains,
Where the turkey buzzards hovered 'round
And gobbled the remains.

When "Old Butch" was full of liquor
He loved to whisper loud,
He loved to stand beside the bar
And boast before a crowd
How he'd "rim" a thousand cattle
Down in Texas before noon—
But the only place he rimmed 'em
Was in Evoy's old saloon.

He'd skin 'em for his board and room,
And skin 'em for his clothes;
We reckon that he saved his jack
To spend it with the bos.
He'd skin the landlord for his rent,
And the honest-hearted Jew,
Then go down and skin the parson,
When there's nothing else to do.

L'ENVOI.

But now no more he skins 'em,
Either East or South or West,
For the golden days of bluff "Old Butch"
Are gone with all the rest.
The black man and the furriner
Now fill the killing floor,
And System rules with iron hand—
"Old Butch's" day is o'er!
—J. NEIL CARBRAY.

[NOTES.—"Rimming" is one of the operations on the killing floor. "Skinning" is another.
Jack Evoy's place in the old Archer Road district of Chicago was a great place for cattle butchers to "hang out" 35 or 40 years ago.]

NO OLIVE OIL FROM GREECE.

Beginning December 28, 1922, the exportation of all olive oil from Greece was prohibited. It is expected that present stocks of olive oil will be requisitioned by the Government. The Ministry of War has already issued orders to the military authorities at Crete, Corfu, and Mytilene to assist the agents of the Government charged to seize the stocks of oil.

MERITED HORMEL PROMOTIONS.

E. M. Doane was elected recently as treasurer of Geo. A. Hormel & Co., Austin, Minn., to succeed J. H. Nolan.

E. M. Doane was with Geo. A. Hormel & Co., before many of the present employees were born. He went from Minneapolis in 1903 to accept the position of credit manager, and has since served in various capacities. For a time he was manager of the claim department, then the insurance department, later the export trade demanded his attention and still later he was placed in charge of the provision work. His success at these varied assignments won him a seat on the board of directors, to which he was elected in 1914.

With the duties of a director added to those of a department manager, Mr. Doane has found ample use of his time. These



E. M. DOANE,
Treasurer, Geo. A. Hormel & Co.

duties multiplied so rapidly that in 1921 it was found necessary to relieve him of much of the work of the provision department, that he might direct his efforts to general matters affecting the company. As treasurer Mr. Doane is relieved of all duties in the provision department, but

continues in a supervisory capacity over the claim, export and insurance departments.

With the change in the office of treasurer many shifts in other positions occurred. R. H. Daigneau became manager of the provision department, and supervisor of the export and mixed car departments. The mixed car department duties fell to F. C. Gates, and H. H. Corey assumed charge of the export department.



R. H. DAIGNEAU,
Provision Manager, Geo. A. Hormel & Co.

NEW ARMOUR FARMERS' ALMANAC.

The Armour's Farmers' Almanac for 1923, up to its usual standard both in typographic get-up and literary value, is now being distributed.

There is an introduction by Charles H. MacDowell, president of the Armour Fertilizer Works, in which he states that "the farmer's chief problem is to cheapen his cost to grow a bushel of grain, a bale of cotton, or a pound of meat."

Among the principal articles in the almanac are the following: "Fertilizing the Corn Crop," by M. F. Miller; "The Feeding of Farm Animals," and "Growing Cotton Under Boll Weevil Conditions," by R. J. H. DeLoach.

The almanac also contains eight pages of illustrations showing the profitable use of fertilizers as compared with non-fertilized crops.

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Vegetable Oil Refineries

Preserved Food Plants

Executive Office

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New York City

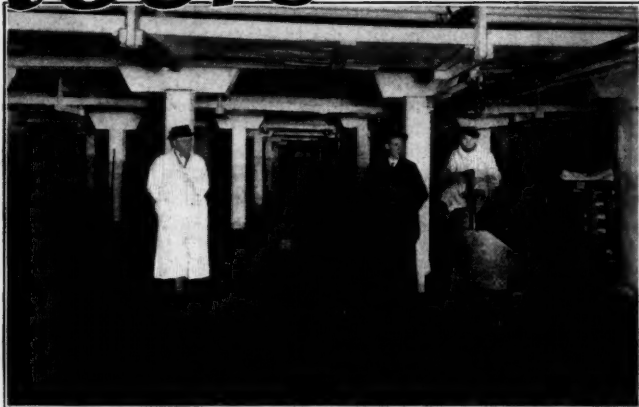
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built for the Packing Industry

THE flooring that will give the greatest satisfaction in your plant is the one built specifically for your plant conditions.

Johns-Manville Industrial Flooring for packing house and cold storage service is carefully modified to exactly fit the requirements.

It is a sanitary floor; water proof, odorless, dustless and grease resisting.

It is a serviceable floor: not slippery, and capable of standing heavy trucking. It gives long and satisfactory wear, with the least depreciation.

Johns-Manville Industrial Flooring is used by the leading packers throughout the United States and Canada. Specifications and full information furnished on request.

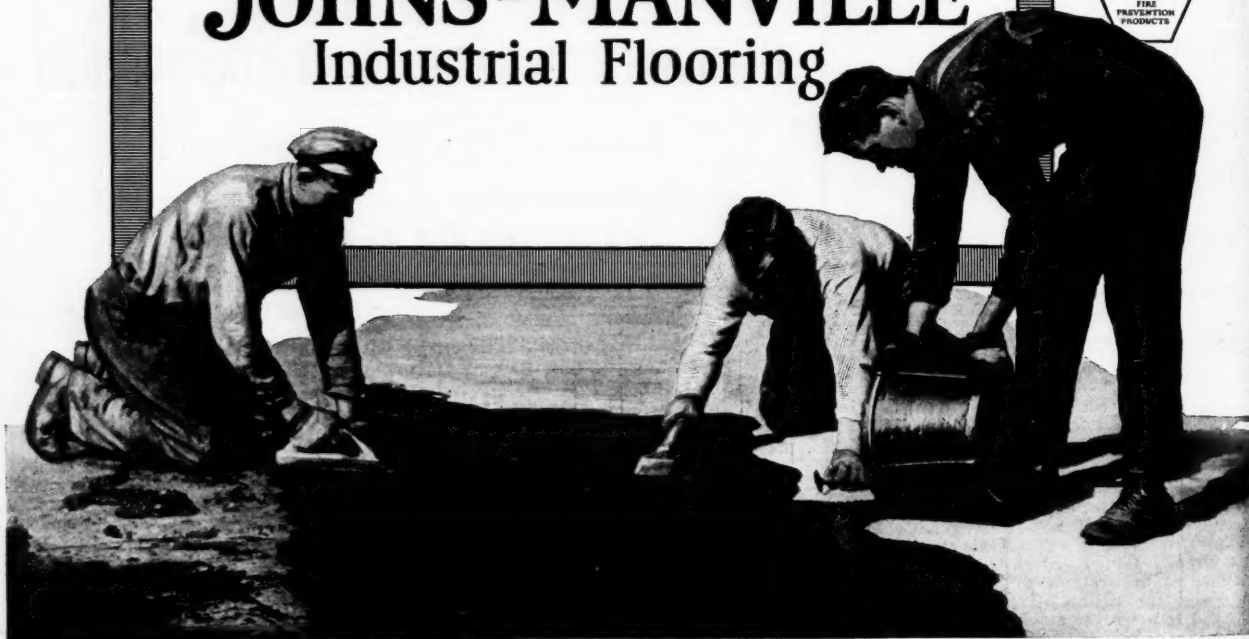
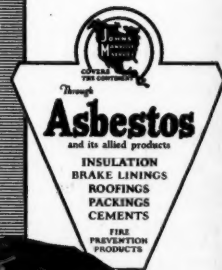
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JOHNS-MANVILLE

Industrial Flooring



CHICAGO LIVESTOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 5...	18,404	2,881	48,128	18,379
Tuesday, March 6...	13,170	4,282	52,151	17,067
Wednesday, March 7...	8,940	1,464	27,838	14,138
Thursday, March 8...	7,011	4,843	48,288	15,759
Friday, March 9...	2,720	637	82,207	10,472
Saturday, March 10...	500	300	7,000	4,000
Total for week...	50,745	14,307	215,842	77,815
Previous week	59,127	17,280	194,863	70,926
Year ago	55,757	20,852	150,789	66,925
Two years ago	55,524	16,736	156,976	84,021

SHIPMENTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, March 5...	4,716	248	12,787	3,418
Tuesday, March 6...	3,880	300	11,211	4,996
Wednesday, March 7...	4,739	159	6,580	6,215
Thursday, March 8...	4,218	91	12,705	6,019
Friday, March 9...	1,717	226	10,894	5,493
Saturday, March 10...	500	100	3,500	500
Total for week...	19,770	1,094	57,747	28,640
Previous week	18,285	673	52,241	25,628
Year ago	19,221	1,362	37,436	22,042
Two years ago	19,940	470	49,636	24,003

Receipts at Chicago for the year to March 10, 1923, with comparisons, were as follows:

	1923.	Year-1922.
Cattle	569,261	559,732
Calves	137,553	152,098
Hogs	2,164,876	1,854,039
Sheep	745,060	745,687
Cars	58,798	54,423

Combined weekly hog receipts at eleven markets for 1923 to March 10, with comparisons:

	Week.	Year to date
Week ending March 10...	776,000	7,897,000
Previous week	784,000	
Corresponding week, 1922...	557,000	6,116,000
Corresponding week, 1921...	551,000	7,210,000
Corresponding week, 1920...	590,000	7,129,000

Combined receipts at seven points for the week ending March 10, 1923, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending March 10	163,000	637,000	211,000
Previous week	180,000	641,000	211,000
1922	172,000	466,000	172,000
1921	174,000	455,000	209,000
1920	167,000	494,000	166,000
1919	173,000	528,000	174,000
1918	202,000	664,000	191,000
1917	147,000	499,000	209,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Combined receipts at seven points to March 10, 1923, with comparisons:

	Cattle.	Hogs.	Sheep.
1923	1,830,000	6,605,000	2,033,000
1922	1,688,000	5,118,000	1,874,000
1921	1,670,000	5,705,000	2,187,000
1920	2,003,000	5,776,000	1,989,000

Chicago Stock Yards receipts, average weight and top and average prices of hogs for under-mentioned weeks:

	Number received.	Weight, lbs.	Top. Average.	Prices.
Week ending March 10	215,700	236	\$ 8.65	\$ 8.15
Previous week	194,863	230	8.45	8.00
1922	150,789	239	11.50	11.00
1921	156,976	239	11.60	10.35
1920	155,731	237	16.00	14.95
1919	167,900	229	19.95	19.15
1918	243,801	240	18.05	17.15
1917	172,992	207	15.10	14.75
1916	176,258	215	10.02½	9.75
1915	149,704	234	7.00	6.85
1914	136,480	236	8.92½	8.75
1913	116,725	238	9.25	9.00
Average, 1913-22	162,000	231	\$12.75	\$12.15

*Receipts and average weight for week ending March 10, 1923, unofficial.

Chicago packers' hog slaughter for week ending March 10, 1923:	
Armour & Co.	21,100
Anglo-American Pkg. & Prov. Co.	3,400
Swift & Co.	12,400
Hammond Co.	5,800
Morris & Co.	20,600
Wilson & Co.	20,700
Boyd-Lunham & Co.	6,400
Western Packing & Provision Co.	13,500
Roberts & Oake	7,200
Miller & Hart	8,600
Independent Packing Co.	8,900
Brennan Packing Co.	6,300
William Davies Co.	2,800
Acar Packing Co.	2,500
Others	25,400
Total	163,600
Previous week	147,800
Year ago	121,500
Two years ago	118,700
Three years ago	121,800

WEEKLY AVERAGE PRICE OF LIVESTOCK

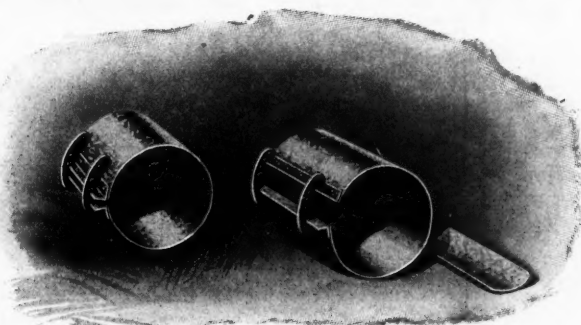
	Cattle.	Hogs.	Sheep.	Lambs.
Week ending March 10	\$ 8.65	\$ 8.15	\$ 7.95	\$14.05
Previous week	8.85	8.00	7.50	13.95
Cor. week, 1922	8.30	11.00	8.10	15.00
Cor. week, 1921	9.25	10.35	5.65	9.85
Cor. week, 1920	13.30	14.95	13.35	19.00
Cor. week, 1919	16.20	19.15	15.75	19.10
Cor. week, 1918	12.40	17.15	13.15	17.60
Cor. week, 1917	11.30	14.75	11.45	14.55
Cor. week, 1916	8.75	9.75	8.40	11.20
Cor. week, 1915	7.50	6.85	7.45	9.00
Cor. week, 1914	8.40	8.75	5.85	7.50
Cor. week, 1913	8.20	9.00	6.50	8.60
Average, 1913-22	\$10.35	\$12.15	\$ 9.35	\$13.15

Prices at Chicago, Thursday, March 15, 1923:

CATTLE.

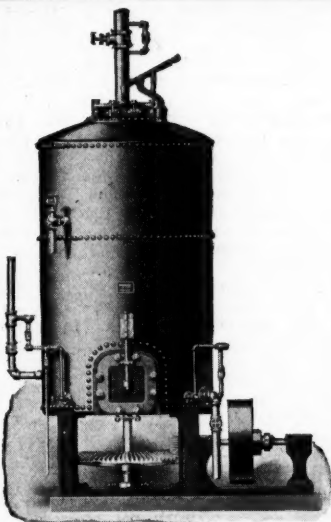
Beef Steers:	
Med. and heavy wt. (1,100 lbs. up) —	
Choice and prime	\$ 9.75@10.50
Good	9.25@9.75
Medium	8.15@9.25
Common	6.75@8.15

Automatic Ratchet Ham Retainers



WE make these ham retainers in sizes holding from 10 to 24 pounds of ham. Retainers have automatic locks at each end. Our full line of packers' equipment is shown in our Catalogue No. 30. Write for it.

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The Acme
Combination Sanitary
Rendering
and
Drying Machine

The inner shell is corrugated which eliminates staybolts.

The bottom heads are reinforced by special construction which prevents sagging.

The most efficient equipment on the market.

WRITE FOR BULLETIN No. 3

The Acme Engineering Co.
201 Beckel Bldg.,
Dayton, Ohio

Light weight (1,100 lbs. down) —	
Choice and prime	9.85@10.00
Good	9.25@9.85
Medium	9.00@9.25
Common	6.50@8.00
Butcher Cattle:	
Helpers, common choice	5.65@9.85
Cows, common choice	4.50@7.75
Bulls, Bologna and beef	4.75@6.75
Canners and Cutters:	
Cows and helpers	3.25@4.50
Canner steers	3.75@5.25
Veal Calves:	
Light and med. weight, med. good and choice	8.00@11.00
Heavy weight, common choice	3.50@9.00

HOGS.

Top	\$ 8.70
Bulk of sales	8.00@8.60
Heavy weight (250 lbs. up), med. choice	8.15@8.35
Med. weight (200-250 lbs.), med. choice	8.25@8.60
Light weight (150-200 lbs.), com. choice	8.50@8.70
Light lights (130-150 lbs.), com. choice	8.00@8.65
Packing sows (250 lbs. up), smooth	7.35@7.75
Packing sows (200 lbs. up), rough	7.15@7.40
Killing pigs (130 lbs. down), med. choice	7.25@8.25

SHEEP.

Lambs (85 lbs. down), medium prime	\$13.25@14.75
Culls and common	9.50@13.25
Yearling wethers	9.75@13.50
Wethers, medium prime	7.50@11.00
Ewes, medium choice	6.00@8.75
Culls and common	3.75@6.75
Feeding lambs, medium choice	13.25@14.85

BRITISH CATTLE IMPORTS.

Replying to a question on Canadian cattle imports by Mr. Duncan Millar in the British House of Commons recently, Sir Robert Sanders wrote: Until the Importation of Animals Act, 1922, is brought into operation, probably in a few weeks' time Canadian cattle cannot be landed at any port. It is expected, however, that Dundee and Glasgow will be ready for that purpose as soon as the Act comes into force, and I shall be prepared to consider approving any other ports as landing places for Canadian animals upon the receipt of proposals from the authorities of the ports concerned. With regard to markets the Ministry is not aware that any have yet been authorized by the local authorities for the sale of Canadian cattle.

What are proper hog cooling temperatures? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

Chicago Provision Markets

CASH PRICES.

Based on Actual Cargot Trading, Thursday, March 8, 1923.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	@17½
10-12 lbs. avg.	@16½
12-14 lbs. avg.	@15½
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15½

Skinned Hams—	
14-16 lbs. avg.	@17
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@16½
20-22 lbs. avg.	@16½
22-24 lbs. avg.	@14½
24-26 lbs. avg.	@13½
26-30 lbs. avg.	@13½

Picsies—	
4-6 lbs. avg.	@9½
6-8 lbs. avg.	@9
8-10 lbs. avg.	@8½
10-12 lbs. avg.	@8½

Clear Bellies—	
6-8 lbs. avg.	@19½
8-10 lbs. avg.	@17
10-12 lbs. avg.	@14½
12-14 lbs. avg.	@13½
14-16 lbs. avg.	@13½

Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@17½
10-12 lbs. avg.	@16½
12-14 lbs. avg.	@15½
14-16 lbs. avg.	@15½
16-18 lbs. avg.	@15½
18-20 lbs. avg.	@15½

Skinned Hams—	
14-16 lbs. avg.	@16½
16-18 lbs. avg.	@16½
18-20 lbs. avg.	@16½
20-22 lbs. avg.	@14½
22-24 lbs. avg.	@13½
24-26 lbs. avg.	@13½
26-30 lbs. avg.	@13½

Picsies—	
4-6 lbs. avg.	@9½
6-8 lbs. avg.	@9
8-10 lbs. avg.	@8½
10-12 lbs. avg.	@8½

Clear Bellies—	
6-8 lbs. avg.	@17
8-10 lbs. avg.	@16
10-12 lbs. avg.	@14½
12-14 lbs. avg.	@13½
14-16 lbs. avg.	@13½

Dry Salt Meats.

Extra ribs	@11½
Extra clears	@11½
Regular plates	@9
Clear plates	@9
Jowl butts	@8

Fat Backs—	
8-10 lbs. avg.	@10
10-12 lbs. avg.	@10½
12-14 lbs. avg.	@10½
14-16 lbs. avg.	@10½
16-18 lbs. avg.	@11
18-20 lbs. avg.	@11½
20-25 lbs. avg.	@11½

Clear Bellies—	
12-14 lbs. avg.	@13
14-16 lbs. avg.	@13
16-18 lbs. avg.	@12½
18-20 lbs. avg.	@12½
20-25 lbs. avg.	@12½
25-30 lbs. avg.	@12½
30-35 lbs. avg.	@12½
Nominal asked.	

FUTURE PRICES.

Official Board of Trade Range of Prices.
SATURDAY, MARCH 10, 1923.

LARD—(Per 100 lbs.)—		Open.	High.	Low.	Close.
March					11.97½
May		11.92½	12.00	11.92½	12.00
July		12.02½	12.10	12.02½	12.10
RIBS—(Boxed 25c more than loose)—					
March					11.15
May					11.30
July					11.30
MONDAY, MARCH 12, 1923.					
LARD—(Per 100 lbs.)—					
March					12.02½
May		12.00	12.05	12.00	12.05
July		12.12½	12.15	12.10	12.15

RIBS—(Boxed 25c more than loose)—					
May		11.30	11.40	11.30	11.40
July		11.30	11.40	11.30	11.40
TUESDAY, MARCH 13, 1923.					
LARD—(Per 100 lbs.)—					
March					12.02½
May		12.05	12.20	12.05	12.05
July		12.15	12.32½	12.15	12.15

RIBS—(Boxed 25c more than loose)—					
May		11.47½	11.50	11.40	11.37½
July		11.47½	11.50	11.40	11.37½
WEDNESDAY, MARCH 14, 1923.					
LARD—(Per 100 lbs.)—					
March					12.10
May		12.05	12.15	11.97½	12.12½
July		12.15	12.27½	12.07½	12.22½

RIBS—(Boxed 25c more than loose)—					
May		11.05	11.10	11.00	11.10
July		12.20	12.40	11.22½	11.35
THURSDAY, MARCH 15, 1923.					
LARD—(Per 100 lbs.)—					
March		12.22½	12.25	12.22½	12.25
May		12.05	12.27½	12.05	12.27½
July		12.20	12.40	12.20	12.40

RIBS—(Boxed 25c more than loose)—					
May		11.27½	11.37½	11.27½	11.37½
July		11.27½	11.37½	11.27½	11.37½
FRIDAY, MARCH 16, 1923.					
LARD—(Per 100 lbs.)—					
March					12.35
May		12.37½	12.42½	12.35	12.35
July		12.50	12.52½	12.45	12.47

RIBS—(Boxed 25c more than loose)—					
Sept.		12.62½	12.62½	12.57	12.60
PORK CUTS AT NEW YORK.					

(Special Report to The National Provisioner from H. C. Zaun.)

New York, March 14, 1923.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 18@22c; green hams, 8-10 lbs., 18½c; 10-12 lbs., 17½c; 12-14 lbs., 16½c; green clear bellies, 6-8 lbs., 18½c; 8-10 lbs., 18c; 10-12 lbs., 17½c; 12-14 lbs., 16½c; green rib bellies, 10-12 lbs., 16½c; 12-14 lbs., 16c; sweet pickled clear bellies, 6-8 lbs., 15c; 8-10 lbs., 15c; 10-12 lbs., 14½c; 12-14 lbs., 14c; sweet pickled rib bellies, 10-12 lbs., 14c; 12-14 lbs., 13½c; sweet pickled hams, 8-10 lbs., 18c; 10-12 lbs., 17½c; 12-14 lbs., 16½c; dressed hogs, 14c; city steam lard, 12½c; compound, 13½@13½c.

Western prices: Pork loins, 8-10 lbs., 14c; 10-12 lbs., 13c; 12-14 lbs., 12c; 14-16 lbs., 11c; skinned shoulders, 11c; boneless butts, 20c; Boston butts, 14c; lean trimmings, 10@11c; regular trimmings, 8c; spareribs, 8@9c; neck ribs, 4@5c; kidneys, 5c; livers, 2½c; pig tongues, 13@14c; pig tails, 11@12c.

MID-MARCH CHICAGO PROVISIONS.

The semi-monthly statement of stocks of mess pork, lard, D. S. short ribs and D. S. extra short clears in Chicago at the close of business on March 14, 1923, with comparisons, is as follows:

	March 14, 1923.	Feb. 28, 1923.	March 14, 1922.
Mess pork, new, made since Oct. 1, 1922, bbls.	939	1,052	483
P. S. lard, made since Oct. 1, 1922, lbs.	6,182,543	7,396,011	20,211,929
Other kinds of lard, lbs.	3,499,814	3,832,760	4,646,523
Short rib middles, made since Oct. 1, 1922, lbs.	2,777,277	1,659,250	128,221
Short rib middles, made previous to Oct. 1, 1922, lbs.			2,510
Extra short clear middles, made since Oct. 1, 1922, lbs.	725,813	724,715	478,273

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, March 15, 1923, with comparisons, were reported to The National Provisioner as follows:

	Week ending Mar. 15, 1923.	Previous week, Mar. 8, 1923.	Cor. week, Mar. 1, 1923.
Armour & Co.	8,500	10,900	12,300
Anglo-Amer. Prov. Co.	7,000	3,700	7,400
Swift & Co.	9,000	9,000	12,500
G. H. Hammond & Co.	6,800	5,400	6,100
Morris & Co.	11,900	14,100	12,400
Wilson & Co.	9,400	10,700	8,900
Boyd-Lunham & Co.	5,700	6,100	5,200
Western Pkg. & Prov. Co.	12,800	12,900	12,100
Roberts & Oake	6,200	6,900	6,600
Miller & Hart	6,700	7,500	5,900
Independent Packing Co.	5,200	7,500	6,200
Brennan Packing Co.	5,100	6,000	6,100
Wm. Davies Co.	3,100	2,700	1,600
Agar Packing Co.	2,400	2,100	1,000
Others	10,600	8,700	9,000
Total	110,400	106,400	112,300

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by C. W. Kaiser, Sec'y United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	30	28	20
Rib roast, light end	35	32	22
Chuck roast	20	18	14
Steaks, round	32	30	26
Steaks, sirloin, first cut	50	40	30
Steaks, porterhouse	70	50	32
Steaks, flank	25	22	15
Beef stew, chuck	18	15	14
Corned briskets, boneless	22	20	18
Corned plates	14	12	10
Corned rumps, boneless	25	22	15

Lamb.

	Good.	Com.
Hindquarters	35	27
Legs	37	28
Stews	15	13
Chops, shoulder	30	26
Chops, shoulder	28	26

Mutton.

Legs	22	
Stew	15	
Shoulders	17	
Chops, rib and loin	35	

Pork.

Loins, whole, 8@10 avg.	18	@19
Loins, whole, 10@12 avg.	17	@18
Loins, whole, 12 to 14	16	@17
Loins, whole, 14 and over	15	@16
Chops	22	@23
Shoulders	15	@16
Butts	15	@16
Spareribs	15	@16
Hocks	15	@16
Leaf lard, unrendered	11	@11

Veal.

Hindquarters	26	@35
Forequarters	15	@20
Legs	15	@31
Breasts	15	@19
Shoulders	15	@25
Cutlets	15	@48
Rib and loin chops	15	@41

Butchers' Offal.

Suet	@4
Shop fat	@2
Bones, per 100 lbs.	@50
Calf skins	@15
Kips	@14
Deacons	@15

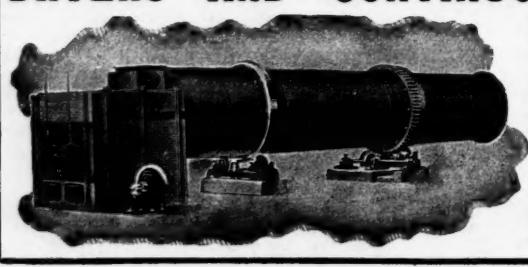
CURING MATERIALS.

	Per 100 lbs.	Per 50 lbs.
Double refined saltpetre, gran.	6½	3¼
Crystals	7¼	3¾
Double refined nitrate of soda f. o. b.	4¼	4¼
N. Y. & S. F. carloads, granulated	4¼	4¼
Crystals	5¼	5¼
Hogs, 100@130 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	11¼	11
Crystal to powdered, in bbls. in 5-ton lots or more	11¼	11¼
In bbls. in less than 5-ton lots	12	11¼
Borax, carloads, powdered, in bbls.	5¼	5¼
In ton lots, gran. or powdered, in bbls.	5¼	5¼

Sugar—		
Raw sugar, 96 basis, 3c Cuba duty paid	@7.50	
Second sugar, 90 basis	@6.75	
Syrup, testing 63 to 65 combined sucrose and invert	@24	
Standard, granulated, f. o. b. refinery (less 2 per cent)	9.00@9.30	
Plantation, granulated, f. o. b. New Orleans (less 2 per cent)	@8.50	
White clarified, f. o. b. New Orleans (net)	@8¼	
Yellow clarified, f. o. b. New Orleans (net)	@8¼	

Salt—		
Granulated, car lots, per ton, f. o. b. Chicago, bulk	\$9.80	
Medium, car lots, per ton, f. o. b. Chicago, bulk	11.30	
Rock, car lots, per ton, f. o. b. Chicago	7.30	

DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.
68 William St. . . . New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Week ending March 17, 1922.	Corresponding week, 1922.
Prime native steers.....16	@17
Good native steers.....14	@15
Medium steers.....11	@13
Heifers.....11	@11
Cows.....8	@11
Hind quarters, choice.....22	@21
Fore quarters, choice.....18	@10

Beef Cuts.

Steer Loins, No. 1.....@34	@30
Steer Short Loins, No. 1.....@28	@28
Steer Short Loins, No. 2.....@35	@36
Steer Loin Ends (hips).....@24	@24
Steer Loin Ends, No. 2.....@24	@22
Cow Short Loins.....@15	@15
Cow Loin Ends (hips).....@10	@10
Steer Ribs, No. 1.....@24	@22
Steer Ribs, No. 2.....@19	@20
Cow Ribs, No. 1.....@20	@17
Cow Ribs, No. 2.....@16	@16
Cow Ribs, No. 3.....@11	@10
Steer Rounds, No. 1.....@15	@13 1/2
Steer Rounds, No. 2.....@14 1/2	@13
Steer Chucks, No. 1.....@10 1/2	@10 1/2
Steer Chucks, No. 2.....@9 1/2	@9 1/2
Cow Rounds.....@10 1/2	@11 1/2
Cow Chucks.....@8 1/2	@8 1/2
Steer Plates.....@10	@8
Medium Plates.....@9	@7 1/2
Briskets, No. 1.....@16	@16
Briskets, No. 2.....@12	@12
Steer Navel Ends.....@7	@5
Cow Navel Ends.....@6	@4
Fore Shanks.....@4 1/2	@4 1/2
Hind Shanks.....@3 1/2	@4
Rolls.....@22	@20
Strip Loins, No. 1, boneless.....@55	@50
Strip Loins, No. 2.....@45	@45
Strip Loins, No. 3.....@12	@12
Strip Butts, No. 1.....@30	@25
Strip Butts, No. 2.....@26	@18
Strip Butts, No. 3.....@17	@15
Beef Tenderloins, No. 1.....@70	@70
Beef Tenderloins, No. 2.....@60	@60
Rump Butts.....@17	@20
Flank Steaks.....@17	@20
Boneless Chucks.....@8	@9
Shoulder Clods.....@13	@12
Hanging Tenderloins.....@8	@8
Trimnings.....@8	@5

Beef Product.

Brains, per lb.....9 1/2 @ 10	9 @ 10
Hearts.....4 @ 5	4 @ 5
Tongues.....28 @ 29	25 @ 29
Sweetbreads.....35 @ 36	35 @ 36
Ox-Tail, per lb.....9 @ 11	7 @ 10
Fresh Tripe, plain.....@ 5	@ 4
Fresh Tripe, H. C.....@ 6 1/2	@ 5
Livers.....6 1/2 @ 9	8 1/2 @ 10
Kidneys, per lb.....9 @ 9 1/2	@ 8

Veal.

Choice Carcass.....@17	@18
Good Carcass.....@10	@10 1/2
Good Saddles.....@20	@26
Good Backs.....@8	@12
Medium Backs.....@6	@8

Veal Product.

Brains, each.....@10	@11
Sweetbreads.....@32	@32
Calf Livers.....@28	@32

Lamb.

Choice Lambs.....@25	@29
Medium Lambs.....@24	@27
Choice Saddles.....@20	@21
Medium Saddles.....@28	@29
Choice Fores.....@20	@24
Medium Fores.....@19	@23
Lamb Fries, per lb.....@26	@28
Lamb Tongues.....@18	@18
Lamb Kidneys, per lb.....@25	@25

Mutton.

Heavy Sheep.....@9	@12
Light Sheep.....@13	@18
Heavy Saddles.....@11	@17
Light Saddles.....@16	@20
Heavy Fores.....@6	@8
Light Fores.....@11	@16
Mutton Legs.....@18	@22
Mutton Loins.....@10	@18 1/2
Mutton Stew.....@7	@10
Sheep Tongues, each.....@8	@18
Sheep Heads, each.....@10	@10

Fresh Pork, Etc.

Dressed Pigs, 30-50 lbs.....@15	@16
Dressed Hogs.....@14 1/2	@14 1/2
Pork Loins, 8@10 lbs. avg.....@11 1/2	@11 1/2
Leaf Lard.....@52	@57
Tenderloin.....@9	@11
Spare Ribs.....@12 1/2	@16 1/2
Butts.....@13	@13 1/2
Hocks.....@7	@8 1/2
Trimnings.....@11 1/2	@16 1/2
Extra lean trimmings.....@10 1/2	@8 1/2
Tails.....@5	@5
Snouts.....@4 1/2	@5
Pigs' Feet.....@7	@7
Pigs' Heads.....@5	@9
Blade Bones.....@11 1/2	@11 1/2
Check Meat.....@6 1/2	@7 1/2
Hog Livers, each.....@3 1/2	@5 1/2
Neck Bones.....@3 1/2	@3 1/2
Skinless Shoulders.....@11	@15
Pork Hearts.....@4	@5
Pork Kidneys, per lb.....@4	@6
Pork Tongues.....@18	@15
Slip Bones.....@9	@9
Tail Bones.....@8	@8
Brains.....@11 1/2	@12 1/2
Back fat.....@18	@27
Hams.....@11	@14
Culms.....@18	@24
Bellies.....@18	@24

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....@22	
Country style sausage, fresh, in link.....@15	
Country style sausage, fresh, in bulk.....@14	
Country style sausage, smoked.....@17	
Mixed sausage, fresh.....@18	
Frankfurts in pork casings.....@15	
Frankfurts in sheep casings.....@14	
Bologna in beef bungs, choice.....@14	
Bologna in beef middles, choice.....@14	
Bologna in cloth, paraffined, choice.....@14	
Liver sausage in hog bungs.....@16	
Liver sausage in beef rounds.....@10	
Head cheese.....@11	
New England luncheon specialty.....@22	
Liberty luncheon specialty.....@16	
Mixed luncheon specialty.....@14	
Tongue sausage.....@14	
Blood sausage.....@14	
Poish sausage.....@14	
Bouie.....@14	

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....@47	
Cervelat, new condition, in hog bungs.....@15	
Cervelat, new condition, in beef middles.....@15	
Farmer Cervelat.....@23	
Holsteiner.....@21	
B. C. Salami, choice.....@42	
Milano Salami, choice, in hog bungs.....@41	
B. C. Salami, new condition.....@20	
Genoa, choice, in hog middles.....@37	
Genoa style Salami.....@51	
Peperoni.....@31	
Mertadella, new condition.....@19	
Capicola.....@39	
Italian style hams.....@39	
Virginia style hams.....@38	

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....5.75	
Large tins, 1 to crate.....6.50	
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....7.00	
Large tins, 1 to crate.....8.00	
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....6.50	
Large tins, 1 to crate.....7.50	
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....6.00	
Large tins, 1 to crate.....7.00	

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, per set.....@20	
Beef rounds, export, 225 sets, per set.....@24	
Beef rounds, export, 140 sets, per set.....@34	
Beef middles, per set.....@21	
Beef bungs, No. 1, per piece.....@29	
Beef bungs, No. 2, per piece.....@17	
Beef weasands, No. 1, per piece.....@16 1/2	
Beef weasands, No. 1, per piece.....@8	
Beef bladders, small, per doz.....@150	
Beef bladders, medium, per doz.....@130	
Beef bladders, large, per doz.....@130	
Hog casings, medium, f. o. b.....@100	
Hog middles, with cap, per set.....@16	
Hog middles, without cap, per set.....@14	
Hog bungs, export.....@21	
Hog bungs, large, 2 to 35 pieces.....@13	
Hog bungs, medium.....@8	
Hog bungs, narrow.....@8 1/2	
Hog stomachs, per piece.....@7	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....@14.00	
Honeycomb tripe, 200-lb. bbl.....@16.00	
Pocket honeycomb tripe, 200-lb. bbl.....@18.00	
Pork feet, 200-lb. barrel.....@15.50	
Pork tongues, 200-lb. barrel.....@70.00	
Lamb tongues, long cut, 200-lb. bbl.....@45.00	
Lamb tongues, short cut, 200-lb. bbl.....@41.00	

CANNED MEATS.

No. 1	No. 2	No. 3
Roast beef.....\$ 2.35	\$ 4.00	\$13.00
Roast mutton.....2.35	4.50	15.00
Sliced dried beef.....2.50	4.50	17.50
Ox tongue, whole.....2.50	4.25	8.75
Lunch tongue.....1.50	2.75	4.25
Ham and beef hash.....1.50	2.25	4.25
Hamburger steaks with onions.....1.15	2.25	4.15
Vienna style sausage.....2.00		
Veal loaf, medium size.....1.25		
Chili con carne with or without beans.....1.25		
Potted meats......80		

BARRELED PORK AND BEEF.

Mess pork, regular.....25.00	
Family back pork, 20 to 34 pieces.....25.50	
Family back pork, 35 to 45 pieces.....26.00	
Clear back pork, 40 to 50 pieces.....24.50	
Clear back pork, 50 to 60 pieces.....25.50	
Clear plate pork, 20 to 35 pieces.....20.50	
Clear plate pork, 35 to 45 pieces.....20.00	
Bean pork.....19.50	
Brisket pork.....23.00	
Plate beef.....19.00	
Extra plate beef, 200-lb. barrels.....20.00	

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....@21	
Cartons, rolls or prints, 1 lb.....@22	
Cartons, rolls or prints, 2 1/2 lbs.....@21 1/2	
Shortenings, 30@60 lb. tubs.....@16	
Nut Margarine, prints, 1 lb.....@20	

DRY SALT MEATS.

Extra short ribs.....@11 1/2	
Extra short ribs.....@11 1/2	
Short clear middles, 60-lb. avg.....@11 1/2	
Clear bellies, 14@16 lbs.....@12 1/2	
Clear bellies, 18@20 lbs.....@12 1/2	
Clear bellies, 20@25 lbs.....@12 1/2	

Clear bellies, 25@30 lbs.....@11 1/2	
Rib bellies, 20@25 lbs.....@12 1/2	
Clear bellies, 25@30 lbs.....@11 1/2	
Fat backs, 10@12 lbs.....@10	
Fat backs, 12@14 lbs.....@10	
Fat backs, 14@16 lbs.....@10 1/2	
Regular plates.....@8 1/2	
Butts.....@7 1/2	

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....@22	
Skinned hams, fancy, 16@18 lbs.....@24	
Standard regular hams, 12@14 lbs.....@13	
Picnics, 6@8 lbs.....@31	
Breakfast bacon, fancy, 6@8 lbs.....@21	
Standard bacon, fancy, 6@8 lbs.....@21 1/2	
Standard bacon, 8@12 lbs.....20% @21 1/2	
Standard bacon, 12@14 lbs.....@20 1/2	
Standard bacon strips, 6@7 lbs.....@20 1/2	
Cooked hams, choice, skin on, surplus fat off, smoked.....@38	
Cooked hams, choice, skinned, surplus fat off, smoked.....@34	
Cooked hams, choice, skinned, surplus fat off, smoked.....@36	
Picnics, skin on, surplus fat off, smoked.....@19	
Picnics, skinned, surplus fat off, smoked.....@20	
Loin roll.....@40	

FERTILIZERS.

Ground dried blood.....\$ 4.30 @ 4.50	
Unground and crushed blood.....4.00 @ 4.25	
Hoofmeal.....3.40 @ 3.50	
Ground tankage, 10 to 11%.....4.25 @ 4.35	
Ground tankage, 6 1/2 to 9%.....3.85 @ 4.15	
Crushed and unground tankage.....3.65 @ 4.00	
Ground raw bone, per ton.....36.00 @ 38.00	
Ground steamed bone, per ton.....23.00 @ 25.00	
Unground steamed bone.....18.00 @ 21.00	
Unground bone tankage.....16.00 @ 18.00	

HORNS, HOOF AND BONES.

	Per ton.
No. 1 horns.....\$250.00 @ 300.00	
No. 2 horns.....175.00 @ 225.00	
No. 3 horns.....100.00 @ 150.00	
Hoofs, black and striped.....55.00 @ 60.00	
Hoofs, white.....85.00 @ 95.00	
Grinding hoofs.....38.00 @ 40.00	
Round shin bones, heaves.....150.00 @ 160.00	
Round shin bones, lights and med.....120.00 @ 140.00	
Flat shin bones, heaves.....115.00 @ 125.00	
Flat shin bones, lights and med.....65.00 @ 100.00	
Thigh bones, heaves.....140.00 @ 150.00	
Thigh bones, lights and med.....125.00 @ 135.00	
Buttock bones.....65.00 @ 70.00	
Skulls, jaws and knuckles.....36.00 @ 38.00	

Note—Foregoing horns, hoofs and bones must be assorted, free from grease spots and cracks, hard and clean uniform as to cut and weight, packed in double bags and carload lots. Also well and favorably known to foreign and domestic manufacturers.

LARD (Unrefined).

Prime, steam, cash, tierces.....@12.10	
Prime, steam, loose.....@11.52	
Leaf, raw.....@11.25	
Neutral lard.....13 1/4 @ 13 1/2	

LARD (Refined).

Pure lard, kettle rendered, per lb., tes.....@14 1/4	
Pure lard, tierces.....@13 1/4	
Compound.....@12 1/4	
Barrels, 1/4c over tierces; half barrels, 1/4c over tierces; tubs and pails, 10 to 80 lbs., 1/4c to 1/2c over tierces.	

OLEO OIL AND STEARINE.

Oleo oil, extra.....12% @ 13	
Oleo stock.....10% @ 11	
Prime No. 1 oleo oil.....11 1/2 @ 11 1/4	
Prime No. 2 oleo stock.....9% @ 10	
No. 3 oleo oil.....9% @ 10	
Prime oleo stearine, edible.....10 1/4 @ 10 1/2	
No. 2 oleo stearine, edible.....9% @ 10	

TALLOW AND GREASES

Edible tallow.....9% @ 10	
Country tallow.....9 1/2 @ 9 1/4	
Packers' prime, loose tallow.....9 1/2 @ 9 1/4	
Packers' No. 1 loose tallow.....9 1/2 @ 9 1/4	
Packers' No. 2 tallow.....8 1/2 @ 9	
White, choice grease.....9 1/2 @ 9 1/4	
White "A" grease.....9 1/2 @ 9 1/4	
Yellow grease, 10 to 15 per cent acid.....9 @ 9 1/4	
Yellow grease, 15 to 30 per cent acid.....8 1/2 @ 9	
Brown grease.....8 1/2 @ 8 3/4	
Crackling grease.....8 1/2 @ 9	
Bone, naphtha extracted.....8 1/4 @ 8 1/2	
House.....8 1/4 @ 8 1/2	
Garbage grease, loose.....7 1/4 @ 7 1/2	

VEGETABLE OILS

Cottonseed oil—white, deodorized, in bbls.....12 @ 12 1/2	
Yellow, deodorized, in bbls.....11 1/2 @ 12	
P. S. Y., loose, Chicago.....11 @ 11 1/4	
P. S. Y., soap grade, loose, nom.....10 1/2 @ 11	
Soap stock, bbls., concn., 65%, f. o. b. Texas.....6 1/4 @ 6 1/2	
Linsed oil, loose, per gal.....93 @ 94	
Corn oil, loose.....10 1/4 @ 10 1/2	
Soya bean oil, seller tank, f. o. b. coast.....10 1/4 @ 10 1/2	
Cocanut oil, seller tank, f. o. b. coast.....8% @ 8%	

ANIMAL OILS.

Prime lard oil.....14 1/2 @ 15 1/4	
Extra winter strained lard.....13 1/2 @ 14	
Extra lard oil.....13 @ 13 1/2	
Extra No. 1 lard oil.....12 1/2 @ 13	
No. 1 lard oil.....12 1/4 @ 12 1/2	
No. 2 lard oil.....12 @ 12 1/4	
Pure neatfoot oil.....14 @ 14 1/2	
Extra neatfoot oil.....12 1/4 @ 13	
No. 1 neatfoot oil.....12 1/4 @ 12 1/2	
Acidless tallow oil.....12 @ 12 1/2	

COOPERAGE.

Ash pork barrels, black from hoops.....1.85 @ 1.87 1/2	
Oak pork barrels, black from hoops.....1.95 @ 1.97 1/2	
Ash pork barrels, galv. iron hoops.....1.95 @ 1.97 1/2	
Red oak lard tierces.....2.50 @ 2.55	
White oak lard tierces.....2.50 @ 2.55	
White oak ham tierces.....@3.30	

Retail Section

Regular Beef Cuts Explained to Retailers

Progress is being made rapidly at the retailers' school conducted at Milwaukee. Every week the meat retailers attending it realize that they are getting a vast amount of valuable practical information. At first lectures given by members of the council were held weekly, but now there has been a very capable teacher secured who has charge of the regular classes. These classes have been organized and are being taught in a systematic manner. Every phase of the meat business is being considered.

The excellent lectures that are being given by Emil Hirsh are now being delivered monthly instead of weekly, and these are being alternated with practical demonstrations at a leading packing plant.

In one of his recent lectures Mr. Hirsh spoke on "Regular Beef Cuts," and this lecture was of such great interest and value that it is printed here in full for the information of the meat trade everywhere. It is as follows:

Regular Beef Cuts.

"Regular beef cuts," as the term is used, consist of "bone-in" cuts and as a rule are cut from the better qualities of beef. In contrast thereto are "boneless beef cuts," which are from the lower grades of beef, and while wholesome and nutritious, are only in part marketable to the retail merchant, at least so in their fresh state. Today we intend handling regular or bone-in beef cuts only, leaving the details of the manufacture of carcass beef into boneless beef cuts for some future lesson.

Bearing in mind your observations at our last meeting of the highest quality of carcass beef, we shall follow this up today by cutting up one of these same carcasses into "regular beef cuts." In doing so we first obtain the correct weight of the whole carcass and after cutting it into the various marketable regular cuts, as you will observe, we will obtain a certain uniform cut, the weight of which cut will determine the percentage of such cut compared with the total weight of the whole carcass.

The addition of the total weights of the total cuts should be exactly the weight of the whole carcass, less a cutting shrinkage or a shrinkage of fractions, which as a total should not exceed 1% of the total weight of the carcass. The percentages of these cuts will fluctuate only slightly in the better grades of beef, and by multiplying these percentages with the price obtained for the cuts, you can determine the total value per 100 lbs. of carcass beef. Watch closely my illustration of this on the blackboard.

This work is generally termed "beef tests," and for the purpose of our lessons we shall use the Milwaukee regulation standard of regular beef cuts, which is similar to the standard of most localities, with some decided differences in cutting, however, in the Eastern states, and some special localities elsewhere.

Beef Tests.

Everyone connected with the beef business in a wholesale way must be familiar with beef cutting tests and must frequently make such tests in order to determine the prices obtained for the whole carcass. In fact the apt salesman, through years of practical experience, can very quickly arrive, through mental arithmetic, at just

about what price he will obtain for the carcass by selling same in various cuts and at various prices for each of the different cuts that make up the carcass. Therefore I wish to emphasize the utmost importance for you learning, as future retail marketmen, the basis of these tests, so that you may at any desired time determine for yourself the comparative value of each cut, and do so doing reconcile and compare the value of the part with the whole.

Furthermore, you may follow up the principle of these tests with making tests of your own in the shop on any product that you further cut or manufacture as wanted by your customer—the consumer. In fact, you can not make too many tests. They will tend to sharpen you up and teach you to stand on your own feet, so to speak, in the knowledge you have as to the costs of your carcass into beef cuts, rather than to depend upon the selling prices of your competitors as a basis of what you should sell your merchandise for.

When in doubt as to the cost or value of any particular part of your beef carcass, make your own test to determine how much any given part costs per pound, taking at all times into consideration the value of that part of the carcass or such cuts that perhaps are in a lesser demand and which you must, therefore, figure at a correspondingly conservative basis of value.

We have previously explained a whole beef carcass consists of two hindquarters and two forequarters at a percentage of 48% for the hindquarters and 52% for the forequarters, total 100%, on Milwaukee basis of ribbing one rib on the hind.

Practical Demonstration.

On this basis of percentages we will now cut the carcass, as Test No. 1, into

Hindquarters	48%
Ribs (rib cut or standing rib)	9%
Chucks and plates or rattles	43%
Total	100%

Test No. 2—

Hindquarters	48%
Ribs	9%
Chucks (square-cut)	26%
Plates (brisket and navel)	13%
Shank (clod on)	4%
Total	100%

Test No. 3—

Hindquarter (rounds)	24%
Hindquarter (loins; short loin 8%)	17%
Hindquarters (loins; loin end 9%)	9%
Hindquarter (flanks)	3%
Hindquarter (suet)	3%
Ribs	9%
Chucks	26%
Shanks	4%
Plate (navel)	7%
Plate (brisket)	6%
Shrinkage	1%
Total	100%

Test No. 4 (hindquarter test)—

Rounds	50%
Loins	32%
Flanks	8%
Suet	9%
Shrinkage	1%
Total	100%

Test No. 5 (forequarter test)—

Rib	18%
Chuck	48%
Plates	26%
Shank	8%
Total	100%

Test No. 6 (regular beef loin test)—

Short loin (pin bone cut)	50%
Loin end	50%
Total	100%
Short loin (flat bone or ¾ cut)	65%
Loin end	35%
Total	100%

Test No. 7 (forequarter test)—

Rib	18%
Rattle or chuck and plate	82%
Total	100%

We are now ready to proceed with the cutting up of the carcass which I first referred to, and would like to have you appoint one of your number, who will correctly weigh each part of the carcass as cut, and I expect each one of you to make a record of such weights.

The lesson today will conclude the subject of the highest quality of beef as viewed by you, first in the live state, second in the dressed carcass, and third, in the disposition of the carcass into regular beef cuts.

At our next meeting we intend to study the quality of various other grades of carcass beef.

LOCAL AND PERSONAL.

Jake Daugherty has opened a meat market at Wauzeka, Wis.

J. F. Ayers meat and grocery sold to E. N. Meyers, Adrian, Mich.

A meat market was opened in the Lynch building at Houghton, Mich.

Arthur D. Jenneke has purchased the meat market at Olivia, Minn.

E. E. Gilchrist is about to open a new meat market at Pierce, Nebr.

Guy F. Knapp, Bartlesville, Okla., has sold out the Star meat market.

The meat market of J. T. Mason was destroyed by fire at Niagara, Wis.

H. R. Smiley has opened a meat stand at the Market house in Canton, O.

Fire destroyed the meat market of W. L. Hunlock at Bluffton, O., recently.

A. N. Fetterley meat market, Bennett, Nebr., was sold to a Mr. Lockhardt.

Frank Linder bought the meat market at 247 Virginia Ave., Indianapolis, Ind.

F. L. Davis and A. Moll have taken over the Palace market at Vancouver, Wash.

H. C. King of Stillwater, has engaged in the meat business at Bartlesville, Okla.

Mr. Travis, Hoyt, Kans., has moved his meat market into the Anderson building.

J. Y. Cartano is arranging for the establishment of a meat market at Ireton, Ia.

Pete Marshall has opened a meat market and grocery store at Jerseyville, Ill.

A meat market was opened in the Central Public market at Klamath Falls, Ore.

Fire recently practically destroyed the Elk River meat market at Elk River, Minn.

J. R. Fisher, Cimarron, Kans., has disposed of the City market to O. H. Renfro.

The Independent market at Madera, Cal., has been remodeled at a cost of \$25,000.

Yaw and Misner opened a meat market at 39½ South Jefferson, Battle Creek, Mich.

S. S. Cully of Hastings, Nebr., has sold his meat market and grocery to L. H. Brown.



HAND FORGED ON THE ANVIL FROM DOUBLE SHEAR STEEL

John Wilson's Butcher Knives and Steels

1750 Standard of the World 1923
THE BEST THEN THE BEST TODAY

I. WILSON, SYCAMORE STREET, SHEFFIELD, ENG.

Sole American Agents

H. BOKER & CO., Inc., NEW YORK, N. Y.

Philip Greenwald, Indianapolis, Ind., opened a meat market at 26 North Delaware Street.

A. C. Warren and Jim Reynolds are planning to open a meat market at Rush Springs, Okla.

R. T. Ringling has purchased the City meat market from Robert Kaufman at Ringling, Mont.

Grant & Sons will conduct a meat shop in connection with the grocery store at Burlington, Ia.

Frank Morser, West Allis, Wis., bought the Rex Meat Market at 52nd and National avenues.

Smith Bros., meat and groceries, Fremont, Ohio, sold out to Philip Smith and Leo Oberhauser.

J. H. McClure has established a grocery and meat market at 3427 Tenth street, Indianapolis, Ind.

The LaCrosse Meat Co. has purchased the Endicott Cold Storage meat market at Endicott, Wash.

A new market, known as the Agar Sanitary meat market has been opened at Davenport, Iowa.

The Eaton meat and fish store is a new enterprise at Bay City, Mich. Jay Eaton is the proprietor.

Hartford & McKeeby, Albion, Mich., have purchased the Sanitary meat market from R. V. Loomis.

Tom Billings has purchased the Stanton meat market and grocery at 127 N. Broadway, Pittsburg, Kans.

Leo and Lewis Homes of South Dakota have opened a meat market at 401 West Park street, Ontario, Can.

Thomas E. Abbott, Indianapolis, Ind., bought the meat and grocery business at 4402 East Michigan street.

A. A. Wilson and J. R. Wilson, Cordell, Okla., have formed a partnership and engaged in the meat business.

Ray Houghton has purchased the Leader building, Great Bend, Kans., and will use one side for his meat market.

The Wallace Meat Market, Indianapolis, Ind., moved from 4808 East Michigan St., to 4816 East Michigan street.

H. W. Ward of Belleville, Kans., will open a meat department in the Delaney grocery store at Wymore, Nebr.

The Jenkins meat market of Prophetstown, Ill., was recently sold to Frank Reese and Ralph Reese of Erie.

The Schneider Bros. have sold the Peerless meat market in the Reuther building, Anaheim, Cal., to Glenn DeLapp.

Allen Akins, who recently purchased the H. F. Tuchenhausen meat market at Howard Lake, Minn., has taken charge.

D. P. Napier of Iola, Ill., has purchased

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

the Chas. Bachman grocery and meat market on West Fourth street, Flora, Ill.

L. A. Spagle of the Canby meat market, Canby, Ore., has sold his interest in the market to W. H. Broyles of Woodburn.

Albert Langhinrichs, formerly at 1700 Third avenue, Rock Island, Ill., has opened a meat market at 2326 Sixteenth street.

Ralph R. Platt has purchased the interest of Fred Johnson in the Johnson & Reiman meat market at St. Maries, Ida.

The new market in North avenue, Oswego, N. Y., one of a string of the Cooper & Sons Co., Inc., of Auburn was recently opened.

Harry Reed, DeWitt, Mich., sold a half interest in his meat and grocery business to George Schaffer. New name, Reed and Schaffer.

The Rockford Co-operative store, Rockford, Ill., is now being managed by Amos Larson, in the place of E. L. Segar, who has resigned.

The White and Johnson meat market at Cambridge, Ohio, is now being conducted by the new proprietors, Riley Carter and Jno. Hayes.

J. M. Rose and Ollir Woodrum have purchased the meat and grocery business of the King Grocery Co., 526 E. Park, Oklahoma City, Okla.

A. R. Benson, an employee of H. F. Kruse at the City meat market, Spirit Lake, Ia., has purchased the Little Rock meat market from J. E. Grimm.

SAVING OVER ICE

ECONOMICAL TO OPERATE

Point No 2

Buying an ice machine is like buying an automobile. Two machines may even look alike and cost about the same, but it pays to look behind the scenes.

Determine the cost of operation and what price you will have to pay per ton of refrigeration.

Then again study the compressor itself. Is its speed too high and parts so many that it will soon tear itself to pieces? Some machines are made of cast iron—others of semi-steel. Naturally semi-steel lasts longer.

My advice is to buy from a company who can prove through records of actual installations that their machines operate economically.

Yours truly,

Market Joe

Baker Ice Machine Co.,
Omaha, Nebr.

Gentlemen:

Please send me bulletin 42D.

We may install mechanical refrigeration

about 19.....

Name

Street

City..... State.....

BAKER SYSTEM REFRIGERATION

Chester Stanly of Williamsville, N. Y., has opened a market at Clarence, N. Y., in the building formerly occupied by the Phillips meat market.

E. D. Salmon of Arthur, Ia., has taken over the business and good will of the Cash Meat Market, of which D. W. Booth was owner and proprietor.

Carl Tetzlaff now has full control of the Burmeister and Tetzlaff meat market at Sturgis, Mich., having purchased the interest of Charles Burmeister.

J. H. Willey of Fort Dodge, Ia., and G. M. Thompson of Boone had taken over the management of the meat and grocery at Fort Dodge, Ia., formerly owned by Joe Hertzberg. The new firm will be known as the Thompson and Willey.

The building owned by Mrs. Mary M. Raithel on High street, Jefferson City, Mo., and occupied by the Raithel market which is one of the oldest in the city, and conducted by Edward, Joseph and Fred Raithel, has been purchased by these sons for the amount of \$18,000.

New York Section

O. M. Patterson, hotel department, Swift & Company, Chicago, was a visitor to the city.

Thomas E. Wilson, president, and J. Moog, vice-president, Wilson & Company, Chicago, are in New York this week.

O. Edward Jahrsdorfer, president Brooklyn Branch, United Master Butchers of America, spent a day in Albany this week.

W. T. S. White, Morris & Company, Chicago, sailed from New York March 10th on a three months' trip to Europe, where he will visit the various Morris establishments.

Miss Carrie Loeb, niece of Mr. and Mrs. George Kramer, will be married in the Gold Room of the Commodore Hotel on Sunday, March 18, to Mr. Henry M. Garson.

Prices realized on Swift & Company's sales of carcass beef in New York for the week ending March 10, 1923, on shipments sold out, ranged from 9.50 cents to 15.00 cents per pound, and averaged 12.61 cents per pound.

Joseph Lehner states that from present indications the machinery in the new building of the Brooklyn Retail Butchers' Corporation will be running in about three

weeks. Two more stands have been rented in this very desirable location.

In consideration of her various activities connected with past drives, Miss L. M. Knoeller, secretary to W. H. Noyes, has been elected chairman of the wholesale meat division of the Salvation Army drive, which campaign will be started on May 1. Miss Knoeller is famous as a campaigner.

Albert Rosen, president of the Retail Butchers Corporation, and a member of the Brooklyn Branch, United Master Butchers of America, and Mrs. Rosen are on a honeymoon trip to Miami, Fla., celebrating the anniversary of their wedding.

Moe Loeb of Ye Olde New York Branch, United Master Butchers of America, is a firm believer in the doctrines of M. Coue, and every morning he repeats the formula religiously. But when he attempts to stand on his "game leg" and looks in the mirror, noting the expression of pain in his face, he says—well, it can't be printed!

A special meeting of the New York Meat Council was called on Wednesday afternoon for the purpose of electing officers for the ensuing year and the following were re-elected: President, A. F. Grimm, retailer; vice-president, T. George Lee, Armour & Co.; secretary, Pendleton Dudley, Institute of American Meat Packers; treasurer, George Kramer, retailer.

The following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending March 10, 1923: Meat—Manhattan, 1,856¾ lbs.; Brooklyn, 8 lbs.; The Bronx, 18 lbs.; Queens, 33 lbs.; Richmond, 382 lbs.; total, 2,297¾ lbs. Fish—Queens, 22 lbs. Poultry and Game—Brooklyn, 2 lbs.

B. Olney Hough, for many years past editor of the American Exporter, has relinquished that position to establish himself as export counsellor, consultant and adviser to banks, exporters, and manufacturers, with offices under the style of B. Olney Hough, Inc., 17 Battery place, New York. Mr. Hough enjoys the unique advantage of having had an exceedingly and uncommonly varied and comprehensive experience in every phase of business life, fitting him in exceptional fashion to understand and appreciate the problems of the exporter. He has been salesman, both domestic and foreign; he has been manager and buyer of manufacturing plants; he has operated as export merchant in this country and import merchant in foreign countries; for 25 years he has traveled widely all around the world and has a personal and intimate business acquaintance with most of the world's great markets, from the Orient to Europe, and from Stockholm to Melbourne. Mr. Hough is known to almost everybody who has any interest in foreign trade, from the Atlantic to the Pacific, either personally, through correspondence, or from his several authoritative books on exporting, particularly "Practical Exporting," which is the standard text and reference among bankers and exporters, and as such has been adopted by practically every leading university in the country.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, March 15, 1923, as follows:

Fresh Beef—		CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:					
Choice	.....	\$16.00@17.00	\$.....@.....	\$14.00@15.00	\$.....@.....
Good	.....	15.00@16.00	13.00@.....	13.00@14.00	13.50@14.50
Medium	.....	13.00@14.50	12.00@12.50	11.50@12.50	12.50@13.50
Common	.....	10.00@12.50	11.00@12.00	10.00@11.00	11.00@12.00
COWS:					
Good	.....	10.50@11.00	10.00@10.50	10.00@11.00	11.00@11.50
Medium	.....	9.00@10.00	8.50@ 9.50	9.00@10.00	10.00@10.50
Common	.....	8.00@ 9.00	.....@.....	8.50@ 9.00	9.00@10.00
BULLS:					
Good	.....	.....@.....	.....@.....	9.00@10.00@.....
Medium	.....	.....@.....	.....@.....	8.50@ 9.00@.....
Common	.....	7.50@ 7.75	.....@.....	7.50@ 8.00@.....
Fresh Veal—					
Choice	.....	17.00@18.00	.....@.....	16.00@17.00@.....
Good	.....	15.00@16.00	.....@.....	15.00@16.00	17.00@18.00
Medium	.....	14.00@15.00	12.00@13.00	14.00@15.00	14.00@16.00
Common	.....	10.00@13.00	10.00@11.00	10.00@13.00	8.00@12.00
Fresh Lamb and Mutton—					
LAMBS:					
Choice	.....	23.00@25.00	23.00@25.00	24.00@25.00	24.00@26.00
Good	.....	20.00@22.00	22.00@23.00	23.00@24.00	23.00@24.00
Medium	.....	17.00@19.00	20.00@22.00	22.00@23.00	22.00@23.00
Common	.....	15.00@16.00	18.00@19.00	20.00@21.00	20.00@21.00
YEARLINGS:					
Good	.....	.....@.....	.....@.....	17.00@19.00	16.00@20.00
Medium	.....	.....@.....	.....@.....	15.00@17.00@.....
Common	.....	.....@.....	.....@.....	.....@.....	.....@.....
MUTTON:					
Good	.....	12.00@13.00	13.00@14.00	13.00@14.00	15.00@16.00
Medium	.....	10.00@12.00	12.00@13.00	12.00@12.50	14.00@15.00
Common	.....	8.00@ 9.00	7.00@11.00	10.00@11.00	12.00@13.00
Fresh Pork Cuts—					
LOINS:					
8-10 lb. average	.....	14.50@15.50	14.00@15.00	14.50@16.00	14.50@16.00
10-12 lb. average	.....	13.50@14.50	13.50@14.50	13.50@15.00	14.00@15.00
12-14 lb. average	.....	13.00@13.50	12.50@13.00	13.00@14.00	12.50@14.00
14-16 lb. average	.....	12.50@13.00	12.00@12.50	12.50@13.00	12.00@12.50
16 lb. over	.....	11.00@12.00	10.50@11.00	11.00@12.00	11.00@11.50
SHOULDERS:					
Skinned	.....	11.00@12.00	.....@.....	12.00@14.00	10.00@12.00
PICNICS:					
4-6 lb. average	.....	9.50@10.00	11.00@11.50	10.00@11.00@.....
6-8 lb. average	.....	9.00@ 9.50	9.00@11.00	9.00@10.00	10.50@11.00
BUTTS:					
Boston style	.....	11.50@13.00	.....@.....	13.50@14.50	13.00@14.00

*Veal prices include "hide on" at Chicago and New York.

MASTER BUTCHERS MEETING.

The meeting of Washington Heights Branch, United Master Butchers of America, this week was very interesting. Mr. Buchanan of the U. S. Department of Agriculture, Pendleton Dudley, Institute of American Meat Packers, A. F. Grimm and George Kramer of Ye Olde New York Branch, spoke on the accounting system and the benefits to be derived from it. The members were very enthusiastic and five applications for installation were received.

In addition to the accounting system, Mr. Grimm spoke about a meeting of the retail members of the Meat Council which would be held shortly, and at which would be taken up the questions of the school for butchers, legislative bill No. 485, which increases the power of the department of markets, and the proposition of holding mass meetings in some large hall from time to time at which talks by practical meat men would be given.

Mr. Kramer spoke also on the ladies' auxiliary, which subject met with hearty approval, the members signifying their intention of interesting their wives and extending the invitation to be present at the social on Wednesday afternoon, March 21, in Room 818, 250 West 57th street, New York.

Mr. Adolf Muller, who is about to take up his residence in California, was presented with a very handsome fountain pen at the meeting.

THE TURNOVER TUNE.

Said the clock to the dealer,
To the dealer and his stock.
"I am ticking off your profits."
To the dealer said the clock,
"Custom, custom every minute!
Luck is in it—luck is in it!
Where's the risk when Trade is brisk!
Tick-tock! Tick-tock!

"You're a liar, you're a stealer,"
Said the dealer to the clock.
"Ticking up my carrying charges—
Making mock—making mock!
Fractions up to dollars mounting
Till they leave my profits nil;
Just reversing my accounting!
Stand still—stand still!"

Oh the goods we bought so gaily
And the goods that will not go!
Adding costs forever daily
Till we tear our hair with woe!
Moods and tensens of expenses
On the poor retailer's stock—
And the devilish little revel
'Twixt the profits and the clock!
—William R. Benet in *The Nation's*
Business.

B. A. I. EMPLOYEES CELEBRATE.

Palm Garden, the scene of so many brilliant balls of the old East Side branch of the United Master Butchers of America, was selected by the U. S. Bureau of Animal Industry employees for the first entertainment and reception given for the benefit of its Immediate Relief Association for New York and vicinity. And as the annual event of the retailers met with social success in past years, so did this first affair of the government employees.

The hall was tastefully decorated in blue, white and gold with American flags, while the flag, eagle and shield of our country were electrically displayed. The entertainment staged a well known musical revue, but probably of more than passing interest was the educational picture, "The Honor of the Little Purple Stamp," shown through the courtesy of the U. S. Department of Agriculture. This picture depicts a scene in a retail meat market when a customer inquires of the man behind the counter the why and wherefore of the little purple stamp, and he explains in detail the protection which "U. S. Inspected and Passed" on a piece of meat gives to the public.

Much credit for the success of the first annual entertainment and ball of the Immediate Relief Association, which, as its name implies, is for the immediate relief of the members in case of sickness, death or other trials, is due to H. E. Dalton and the other officers, President Henry Shauer, Trustees A. Fournier, Dr. M. Isaac, and Wm. Conmee.

EASTERN MEAT TRADE CONDITIONS.

(Continued from page 21.)

The weekly review of meat trade conditions at the Eastern markets by the United States Bureau of Agricultural Economics is as follows:

Despite lighter receipts of all classes of fresh meats this week, no material price improvement resulted. Trade was slow and draggy, and while beef and mutton had a firmer tendency, the market had a weak undertone. Pork prices showed the greatest weakness and declines were general.

Quality of both steers and cows was good with a scarcity of common grades. The supply of choice steers was limited, but few buyers were willing to pay a premium for such kinds over the best of good grade. Prices on steers and cows at New York and Philadelphia were mostly 50c to \$1.50 higher than last week's close, but the advance did not seem warranted by the demand, and some unevenness resulted. At Boston prices were barely steady most of the week, but closed

with slight advances. Cows sold somewhat better than steers on account of the light supply of common steers. The supply of bulls was very light and the few on sale were mostly of the better grade. Kosher beef opened \$1.00 lower than last Friday at Boston and was unchanged for the rest of the week, while at New York and Philadelphia prices held about steady under a fair demand.

Receipts of veal were only moderate with a liberal proportion of common grade light weight kinds and heavy sides. Sales at New York showed gains of \$1.00 to \$2.00 over last Friday, while the market was about steady at Philadelphia and around \$1.00 lower at Boston. A few sales of prime veal were made in a small way up to \$20 at New York.

Heavy lamb which was hard to move made up the bulk of supply, although more light weight lamb was in evidence last week. At Boston light weight kind reacted in sympathy with heavy weight, and prices ruled \$1.00 to \$2.00 lower at New York, light lamb was firm, other steady,

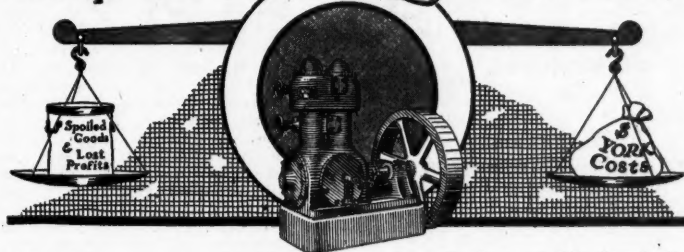
while at Philadelphia the opening advance of \$1.00 to \$2.00 was lost by mid-week.

A considerable decrease in mutton receipts had little effect on the market until late in the week, when the shortage became noticeable. This condition caused some improvement in the demand for yearlings and heavy lambs at New York.

The pork market was weak and unsettled with declines ranging from 50c to \$1.00 at the various markets. The demand was slow and draggy at all times, while supplies of loins and other cuts accumulated. A considerable quantity was frozen.

Boston closed firm on beef, steady on veal, lamb and mutton, weak on pork. There will be a heavy carry-over of heavy pork loins and picnic. New York closed steady to firm on beef and mutton, about steady on lambs and veal, and weak on pork. A few beef and small stock cars will be carried over. Philadelphia closed about steady on beef and mutton, weak on veal, lamb and pork. Some veal, lamb and pork will be carried over.

Perhaps Your Losses Equal YORK Costs



Possibly you are thinking of the installation of Mechanical Refrigeration as an expense. Please consider it an investment—not an expense.

An investment that will pay you better and more certain dividends than any other business equipment you could buy. The first cost of a York Refrigerating Plant is soon returned to you through the manifold savings which it effects.

The money that is probably slipping away from you by the use of ice would soon pay for a fine York installation—then your losses would be turned into profits.

YORK MANUFACTURING COMPANY, YORK, PENNA.

(Ice Making and Refrigerating Machinery Exclusively)



CHATILLON BUTCHER SAWS

Cutting Bones for America's Best Butchers

The butcher who is proud of his tools, who uses only quality tools that give him satisfactory service, is generally the man who uses Chatillon Butcher Saws.

"We make a complete line of meat saws to suit the particular preference of every butcher—light, heavy and medium weights in various patterns. The high quality of these tools and the ease with which they cut, are the pride of the men who own them.

Your Supply House Carries Them

JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies

85-99 Cliff Street

New York City, N. Y.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, ordinary to prime.....	7.50@10.30
Cows, common to choice.....	1.75@ 5.50
Bulls, common to choice.....	4.00@ 6.40

LIVE CALVES.

Calves, veal, prime, per 100 lbs.....	16.75@17.00
Calves, veals, common to medium.....	11.00@15.25
Calves, veals, culls, per 100 lbs.....	7.00@10.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.....	15.75@16.00
Sheep, ewes, prime, 100 lbs.....	7.25@ 7.50
Sheep, ewes, common to good, per 100 lbs.....	4.50@ 7.00

LIVE HOGS.

Hogs, heavy.....	8 1/4 @ 9
Hogs, medium.....	9 1/4 @ 9.40
Hogs, 140 lbs.....	9 1/4 @ 9.40
Pigs, under 70 lbs.....	8 1/4 @ 9
Roughs.....	7 @ 7 1/4

DRESSED BEEF.

CITY DRESSED

Choice, native, heavy.....	16 @ 17
Choice, native, light.....	17 @ 17 1/2
Native, common to fair.....	14 @ 15 1/2

WESTERN DRESSED BEEF

Native steers, 600@800 lbs.....	14 @ 15
Native choice yearlings, 400@600 lbs.....	14 @ 15
Western steers, 600@800 lbs.....	12 @ 13
Texas steers, 400@600 lbs.....	10 @ 11
Good to choice heifers.....	13 @ 14
Choice cows.....	10 1/2 @ 11
Common to fair cows.....	9 @ 10
Fresh bologna bulls.....	7 @ 8

BEEF CUTS.

	Western	City
No. 1 ribs.....	@ 20	24 @ 25
No. 2 ribs.....	@ 16	20 @ 23
No. 3 ribs.....	@ 14	16 @ 19
No. 1 loins.....	@ 23	28 @ 32
No. 2 loins.....	@ 17	24 @ 27
No. 3 loins.....	@ 14	20 @ 23
No. 1 hinds and ribs.....	23 @ 24	19 @ 20
No. 2 hinds and ribs.....	16 @ 18	16 1/2 @ 18 1/2
No. 3 hinds and ribs.....	10 @ 12	15 @ 16
No. 1 rounds.....	@ 12	@ 13
No. 2 rounds.....	@ 11	@ 12
No. 3 rounds.....	@ 10	10 @ 11
No. 1 chucks.....	@ 11	@ 13
No. 2 chucks.....	@ 9	@ 12
No. 3 chucks.....	@ 6	10 @ 11
Bolognas.....	@ 6	9 @ 10
Rolls, reg., 6@8 lbs. avg.....	22 @ 23	
Rolls, reg., 4@6 lbs. avg.....	17 @ 18	
Tenderloins, 4@5 lbs. avg.....	20 @ 20	
Tenderloins, 5@6 lbs. avg.....	20 @ 20	
Shoulder clods.....	10 @ 11	

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@ 30
Veals, country dressed, per lb.....	@ 23
Western calves, choice.....	17 @ 19
Western calves, fair to good.....	13 @ 16
Grassers and buttermilks.....	9 @ 12

DRESSED HOGS.

Hogs, heavy.....	@ 13 1/2
Hogs, 180 lbs.....	@ 13 1/2
Hogs, 160 lbs.....	@ 13 1/2
Hogs, 140 lbs.....	@ 14
Pigs, 80 lbs.....	@ 14

DRESSED SHEEP AND LAMBS

Lambs, choice, spring.....	25 @ 26
Lambs, poor to good.....	18 @ 24
Sheep, choice.....	14 @ 16
Sheep, medium to good.....	11 @ 13
Sheep, culls.....	8 @ 10

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	22 @ 23
Hams, 10@12 lbs. avg.....	21 @ 22
Hams, 12@14 lbs. avg.....	21 @ 22
Picnics, 4@6 lbs. avg.....	14 @ 15
Picnics, 6@8 lbs. avg., per lb.....	14 @ 15
Rowletttes, 6@8 lbs. avg., per lb.....	17 @ 18
Beef tongue, light.....	35 @ 36
Beef tongue, heavy.....	43 @ 45
Bacon, boneless, Western.....	22 @ 23
Bacon, boneless, city.....	22 @ 23
Pickled bellies, 10@12 lbs. avg.....	18 @ 19

FRESH PORK CUTS.

Fresh pork loins, Western, 10@12 lbs. avg.....	16 @ 17
Fresh pork tenderloins.....	52 @ 55
Frozen pork loins, 10@12 lbs. avg.....	14 @ 15
Frozen pork tenderloins.....	38 @ 40
Shoulders, city, 10@12 lbs. avg.....	16 @ 17
Shoulders, Western, 10@12 lbs. avg.....	13 @ 14
Butts, boneless, Western.....	18 @ 19
Butts, regular, Western.....	15 @ 16
Fresh hams, city, 8@10 lbs. avg.....	22 @ 23
Fresh hams, Western, 10@12 lbs. avg.....	20 @ 21
Fresh picnic hams, Western, 6@8 lbs. avg.....	12 @ 13
Extra lean pork trimmings.....	16 @ 17
Regular pork trimmings, 50% lean.....	9 @ 10
Fresh spare ribs.....	12 @ 13
Raw leaf lard.....	13 @ 14

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	140.00@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	110.00@120.00
Black hoofs, per ton.....	70.00 @ 75.00
Striped hoofs, per ton.....	70.00 @ 75.00
White hoofs, per ton.....	105.00@115.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	@ 130.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@ 32c	a pound
Fresh steer tongues, L. C. trim'd.....	@ 38c	a pound
Calves, heads, scalded.....	@ 55c	a piece
Sweetbreads, veal.....	@ 75c	a pair
Sweetbreads, beef.....	@ 70c	a pound
Beef kidneys.....	@ 16c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@ 22c	a pound
Oxtails.....	@ 15c	each
Hearts, beef.....	@ 8c	a pound
Beef hanging tenders.....	@ 15c	a pound
Lamb fries.....	@ 10c	a pair

BUTCHER'S FAT.

Shopfat.....	@ 3 1/4
Breast fat.....	@ 4 1/4
Edible suet.....	@ 6 1/4
Cond. suet.....	5 1/4
Bones.....	@ 25

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	15	18
Pepper, Sing., black.....	11 1/2	14 1/2
Pepper, red.....	31	35
Allspice.....	5 1/2	8 1/2
Cinnamon.....	13	17
Coriander.....	13	16
Cloves.....	30	35
Ginger.....	17	20
Mace.....	48	53

CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls.	Double bags.
Double refined saltpetre, gran.....	6 1/4	6 1/4	6 1/4
Double refined saltpetre, small crystals.....	7 1/4	7 1/4	7 1/4
Double refined nitrate soda, granulated.....	4 1/4	4 1/4	4 1/4
Double refined nitrate soda, crystals.....	5 1/4	5 1/4	5 1/4
In 25-bbl. lots:			
Double refined saltpetre, granulated.....	6 1/4	6	6
Double refined saltpetre, small crystals.....	7 1/4	7	7
Double refined nitrate soda, granulated.....	4 1/4	4 1/4	4 1/4
Double refined nitrate soda, crystals.....	5 1/4	5	5
In carload lots:			
Double refined nitrate soda, granulated.....	4 1/4	4 1/4	4 1/4
Double refined nitrate soda, crystals.....	5	5	5

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 lbs.
Prime No. 1 veals.....	2.10	2.40	2.50	2.75	3.50
Prime No. 2 veals.....	1.90	2.20	2.25	2.50	3.25
Buttermilk No. 1.....	1.18	2.10	2.15	2.40	.....
Buttermilk No. 2.....	1.90	1.90	1.90	2.15	.....
Branded grubby.....	1.13	1.40	1.50	1.65	2.10
No. 3.....	At value				

DRESSED POULTRY.

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.	
Western, 66 lbs. and over to dozen, lb.....	27 @ 28
Western, 48 to 54 lbs. to dozen, lb.....	28 @ 30
Western, 43 to 47 lbs. to dozen, lb.....	27 @ 29
Western, 36 to 42 lbs. to dozen, lb.....	25 @ 27
Western, 31 to 35 lbs. to dozen, lb.....	23 @ 25

Fowls—Fresh—dry packed, corn fed—12 to box.

Western, 66 lbs. and over to dozen, lb.....	26 @ 27
Western, 48 to 54 lbs. to dozen, lb.....	27 @ 29
Western, 43 to 47 lbs. to dozen, lb.....	26 @ 28
Western, 36 to 42 lbs. to dozen, lb.....	24 @ 26
Western, 31 to 35 lbs. to dozen, lb.....	22 @ 24

Fowls—Fresh—dry packed, corn fed—barrels.

Western, dry packed, 5 lbs. and over, lb.....	30 @ 30
Western, dry packed, 4 1/2 lbs. each, lb.....	27 @ 29
Western, dry packed, 3 1/2 lbs. each, lb.....	24 @ 26
Western, dry packed, 3 lbs. and under, lb.....	23 @ 23

Old Cocks—Fresh—dry packed—boxes or bbls.

Western, dry picked, small, boxes.....	17 @ 19
Western, scalded, bbls.....	16 @ 18

Ducks—

Western, per lb., boxes.....	18 @ 25
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Squabs—

White, 11 to 12 lbs. to doz., per doz.....	10.00@11.00
White, 10 lbs. to doz., per doz.....	8.50@ 9.00
Culls, per doz.....	1.50@ 3.00

LIVE POULTRY.

Chickens, via express.....	24 @ 26
Old roosters, via freight.....	15 @ 15
Ducks, via express.....	32 @ 34
Turkeys, via express.....	40 @ 45
Geese, via express.....	19 @ 22
Pigeons, per pair, via freight or express.....	70 @ 70
Guineas, per pair, via freight or express.....	60 @ 60

BUTTER.

Creamery, extras (92 score).....	49 @ 49 1/2
Creamery, seconds.....	46 1/2 @ 47 1/2
Creamery, firsts.....	48 @ 48 1/2
Creamery, lower grades.....	45 1/2 @ 46

EGGS.

Fresh gathered, extras, per doz.....	32 1/2 @ 33 1/2
Fresh gathered, extra firsts.....	31 1/2 @ 32
Fresh gathered, firsts.....	29 1/2 @ 31
Fresh gathered checks, fair to choice, dry.....	26 @ 28
Fresh gathered dirties, No. 1.....	28 1/2 @ 29

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.....	\$3.39 @ 3.45
Ammonium sulphate, double bags, per 100 lbs., f. o. b. New York.....	3.75 @ 3.90
Phood, dried, 15-16% bulk, per unit.....	4.00
Fish scrap, dried, 11% ammonia, 15% B. P. L., delivered Baltimore.....	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L., in bags, futures.....	5.10 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f. o. b. fish factory.....	3.85 and 50c
Soda nitrate, in bags, 100 lbs., spot.....	@ 2.62 1/2
Soda nitrate, in bags, futures.....	@ 2.62 1/2
Tankage, ground, 10% ammonia, 15% B. P. L., bulk.....	4.65 and 10c
Tankage, unground, 9-10% ammonia.....	4.50 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton.....	@ 38.00
Bone meal, raw, 4 1/2 and 50 bags per ton.....	@ 40.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%.....	@ 10.00
Potash.	
Kalnit, 12.4% bulk, per ton.....	@ 7.22
Mannure salt, 20% bulk, per ton.....	@ 10.00
Muriate, in bags, basis 80%, per ton.....	@ 23.50
Sulphate, basis 90%, bags, ton.....	@ 45.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, for the week of March 3 to March 9, 1923:

	March				
	3.	5.	6.	7.	8.
Chicago.....	47 1/2	48	48	47 1/2	47 1/2
New York.....	48 1/2	49	49	47 1/2	47 1/2
Boston.....	49	50 1/2	51	51	49 1/2
Phila.....	49 1/2	50	50	49	48 1/2

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

	March				
	3.	5.	6.	7.	8.
Chicago.....	46 1/2	47	47 1/2	47	46 1/2

Receipts of butter by cities, tubs:

	This week.	Last week.	Last year.	Since Jan. 1, 1922.
Chicago.....	33,068	35,507	27,893	466,822
New York.....	45,924	39,708	37,980	553,504
Boston.....	12,581	11,084	8,968	146,615
Phila.....	11,342	12,001	11,190	143,875

Total.....102,905 98,800 85,731 1,310,816 1,195,945

Cold storage movement, lbs.:

	Into storage.	Out of storage.	On hand Mar. 9, 1922.	Cor. day of week.
Chicago.....	5,752	99,490	1,946,734	6,058,461
New York.....	14,700	27,706	1,904,964	3,550,947
Boston.....	35,720	874,469	2,560,153	2,960,060
Phila.....	14,420	387,672	696,060	.....
Total.....	20,452	177,336	4,703,839	12,965,621

FLAVOR AND COLOR

There is only one way that smoke can get into meat, that is by diffusion. You put smoke on the outside of your meat, and by diffusion a little of it only ever gets into your meat.

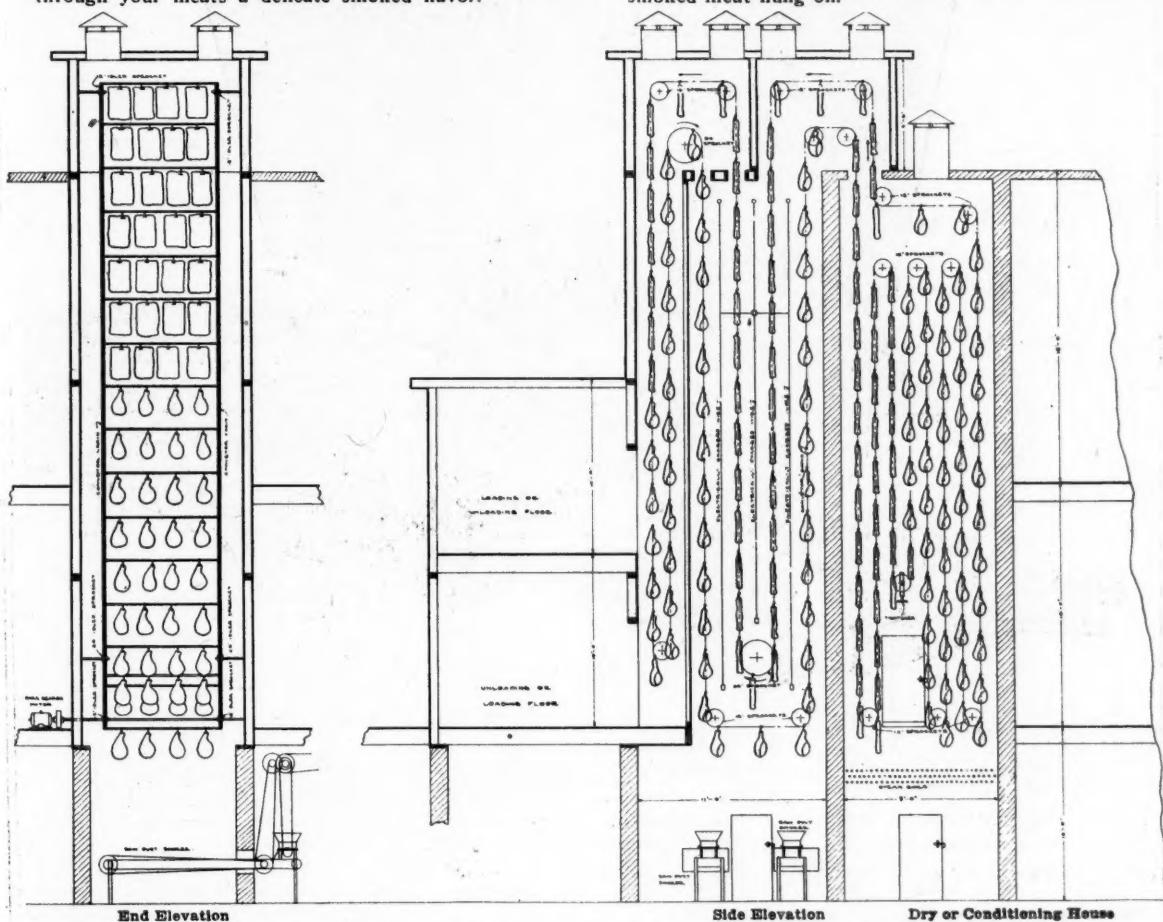
You must necessarily dry out your meats before they will take smoke. This puts more or less of an impervious crust on the outside of the meat, through which it is difficult for the smoke to penetrate. Consequently, you have very little, if any, smoked flavor in your smoked meats.

Smoke your sweet pickled meats as well as all other kinds, while they are wet and warm—just out of the soaking vats—and you will neutralize a considerable portion of the salt flavor, and at the same time get into and all through your meats a delicate smoked flavor.

There is only one way by which you can smoke your meats wet, and that is by the Alsop Electrical Meat Smoking Process.

Here is the way it is done:

The meat is hung on rods suspended between chains that are moving over sprockets through the electric smoke house, and then continuing into the conditioning or drying house adjacent. The wet meat smoked is dried to the consistency or firmness you wish, then the chain is started again and the meat commences to come back through the electric smoke house over other sprockets. It is then smoked again for the brilliant varnished appearance, and continues on until it reaches the unloading floors, where it is taken off, and more wet un-smoked meat hung on.



The Alsop Electrical Meat Smoking Process will do this for you:

1. Any permanent color, from the palest lemon to the darkest cherry. The color of every piece of your meat is always the same—just that particular shade you may want.
2. A delicacy in your sweet pickled meats that brings their flavor up very near to your box cure. A sweet smoked flavor, even in the coarsest dry salt.
3. Unusual keeping qualities, due to the preservative action of the smoke, which you get all through your meat, and the further fact you do not get your meat hot.

4. Shrinkage saving from 2% to 5%.

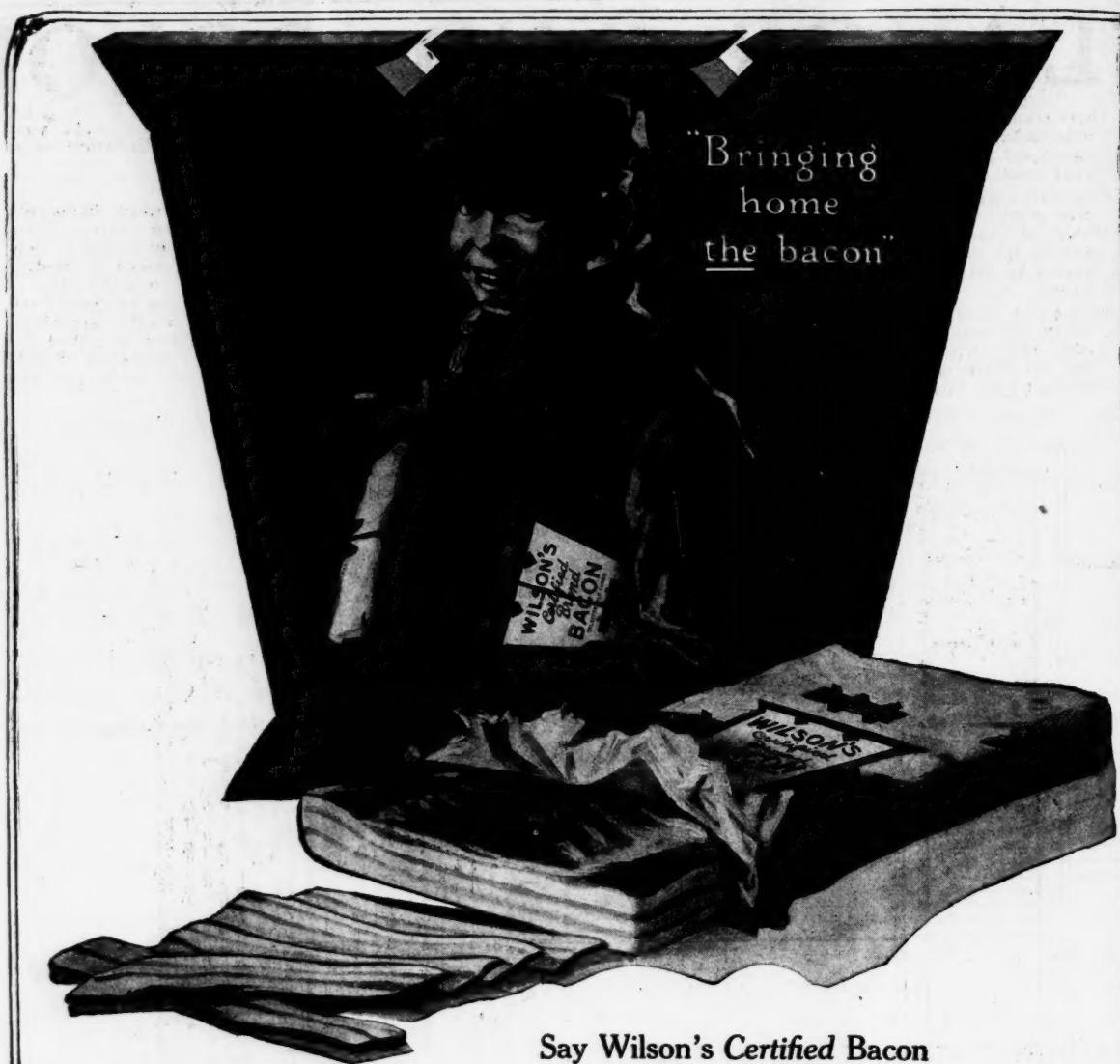
This process is the greatest invention ever offered the packing industry. Sooner or later you will put this process into your plant. Why not do it now, and get the big profits that the "first users" are getting over those who come in later?

J. N. Alsop, the inventor of this process, also revolutionized the flour milling industry with his electric flour bleacher, and that is much larger than the packing industry. Ask any miller about the money those millers made who first adopted his process.

Delighted to show you the process, or smoke some meat for you, cured or fresh—this without any obligation.

Write for our booklet, "The Electrical Meat Smoking Process"

Packers Meat Smoking Corporation
Central Trust Bldg. INCORPORATED OWENSBORO, KY.



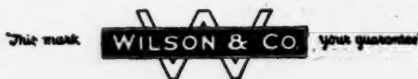
Say Wilson's Certified Bacon
—and Get it

SELECTED for plump excellence of texture, evenness of fat and lean, smoothness of skin, these choicest pork sides are specially trimmed, and given our patient, exact curing and smoking.

The quality of the bacon is enhanced by the appetizing, mildly-sweet flavor which is thus imparted to it. Tell your dealer you *want* Wilson's Certified Bacon; if he hasn't it ask him to get it for you, we can stock him promptly.

LIKE all Wilson products, Wilson's Certified Bacon is selected, handled and prepared with the same *respect* your own mother shows toward anything she prepares especially for you.

• • •
"Wilson's Meat Cookery"—Our authoritative book on the economical buying and cooking of meats mailed free on request. Write us a postal for it. Address Wilson & Co., Dept. 346, 41st Street and Ashland Avenue, Chicago.



The Wilson label protects your table

